THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

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Canned Tomatoes . .

WITH a vegetable so delicious as a full ripe tomato—women naturally expect an equally delicious canned product. And this season the revised standards give them still better cause to expect firm, flavorful tomatoes of good color. Every canner will be wise to see that his tomatoes are well above the "danger line" this season. Every canner will want his product so far above "substandard" that housewives will be delighted—not disappointed. Let the McNary Mapes legislation help to put stewed tomatoes back on the table.

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The housewife knows tomato quality. It is every canner's responsibility to see that she gets the kind she wants. The research department of the American Can Company offers its services in eliminating specific problems that may interfere with a quality pack. Consult us, we'll be glad to talk things over.

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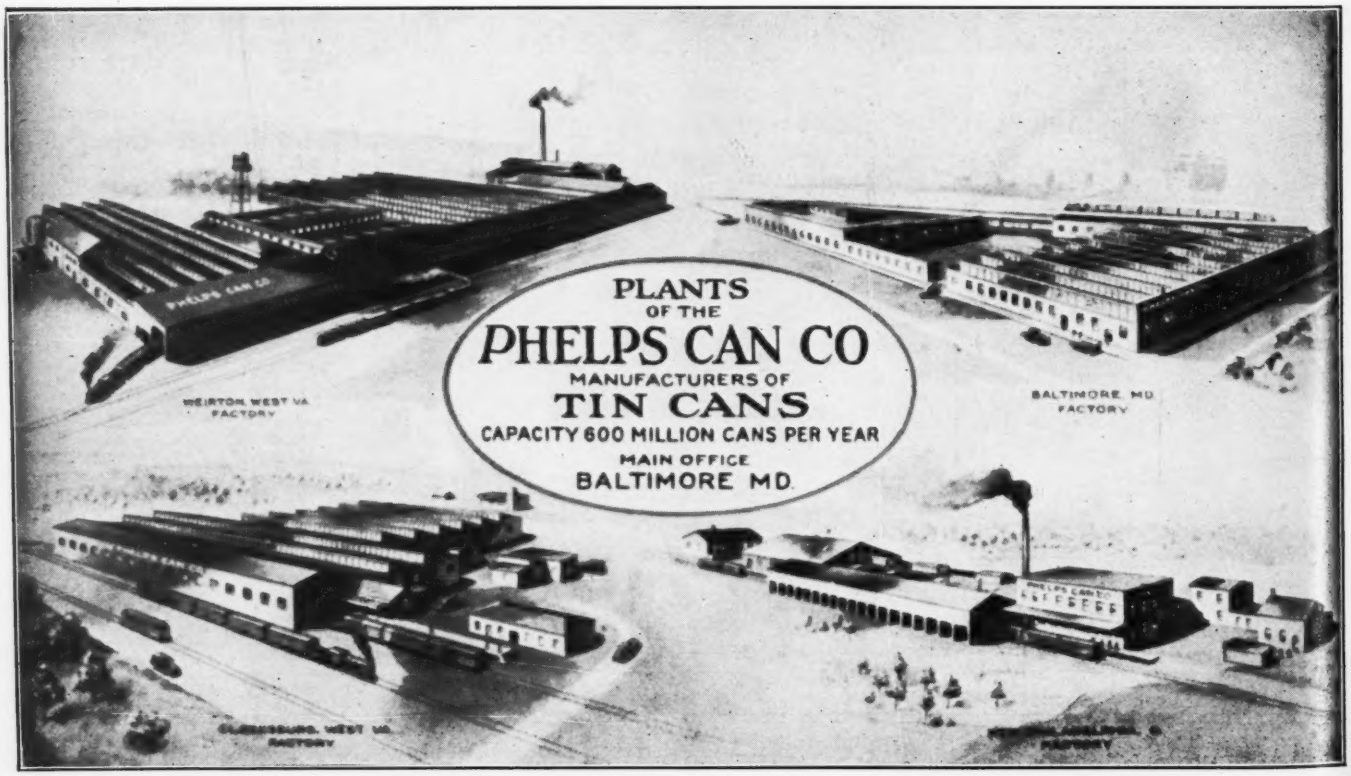

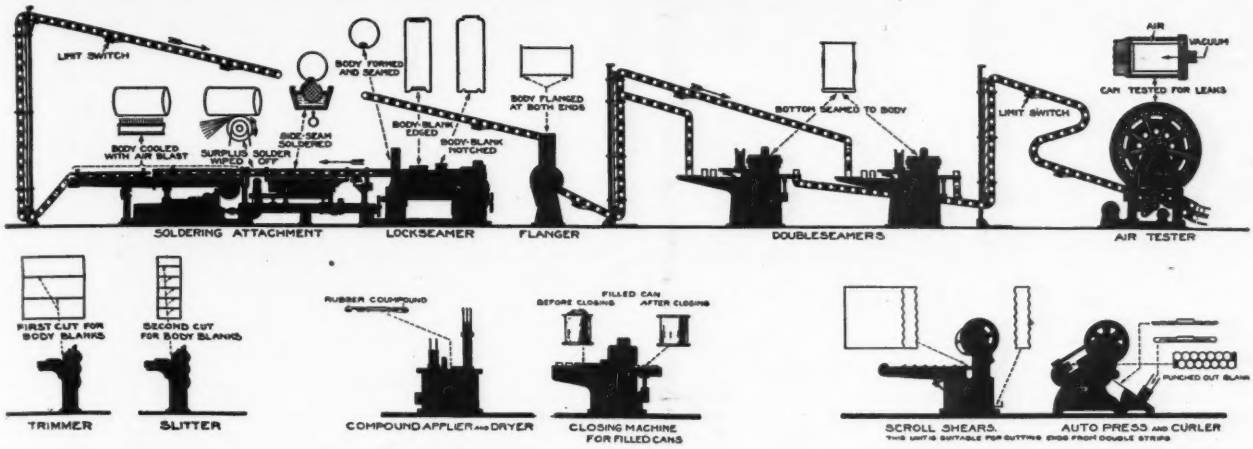

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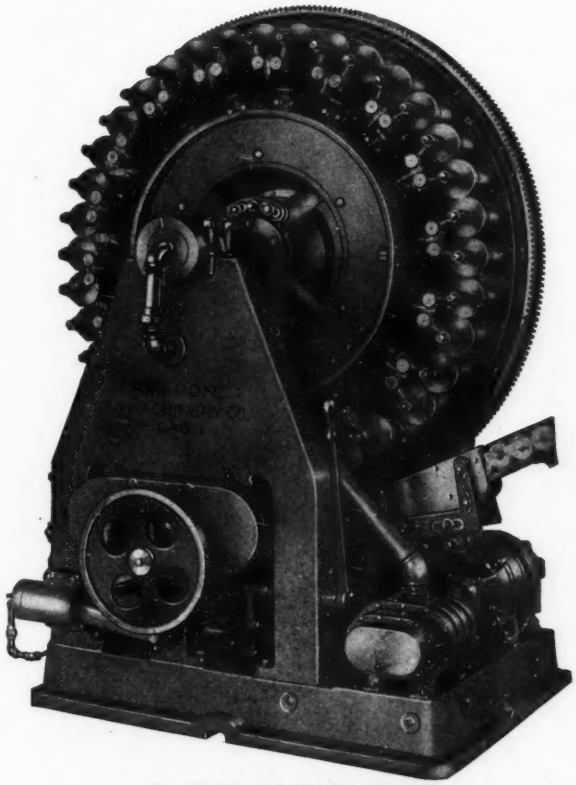

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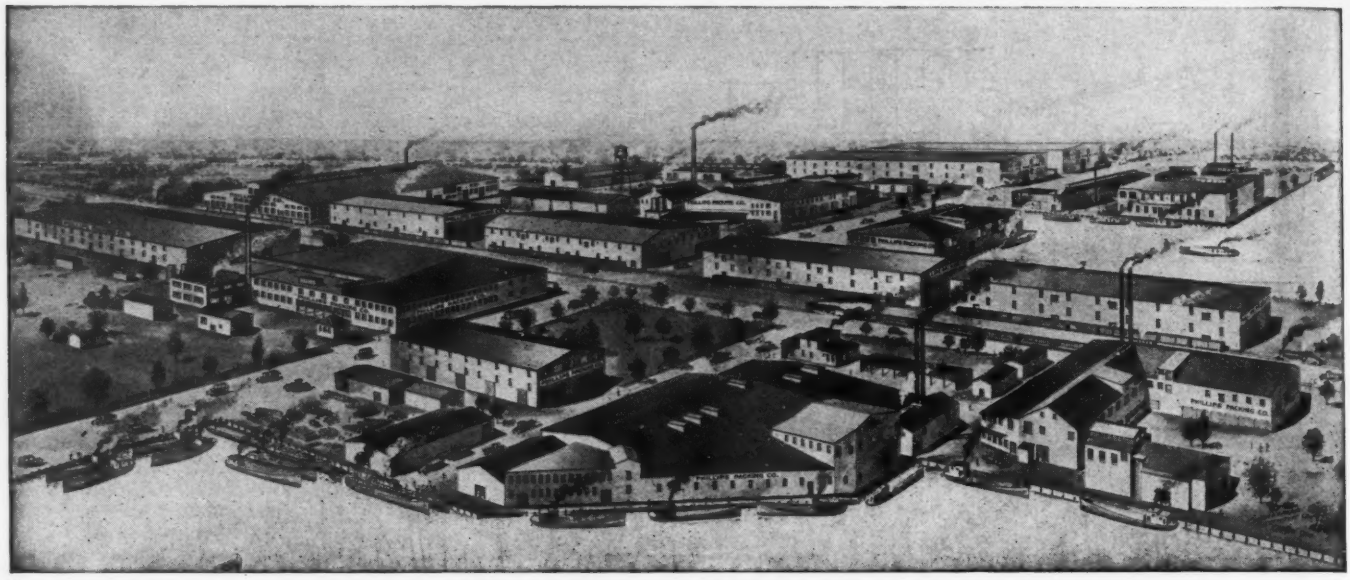

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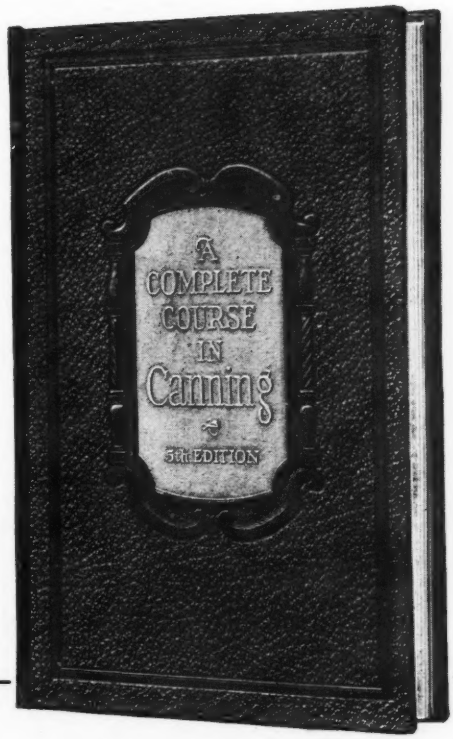

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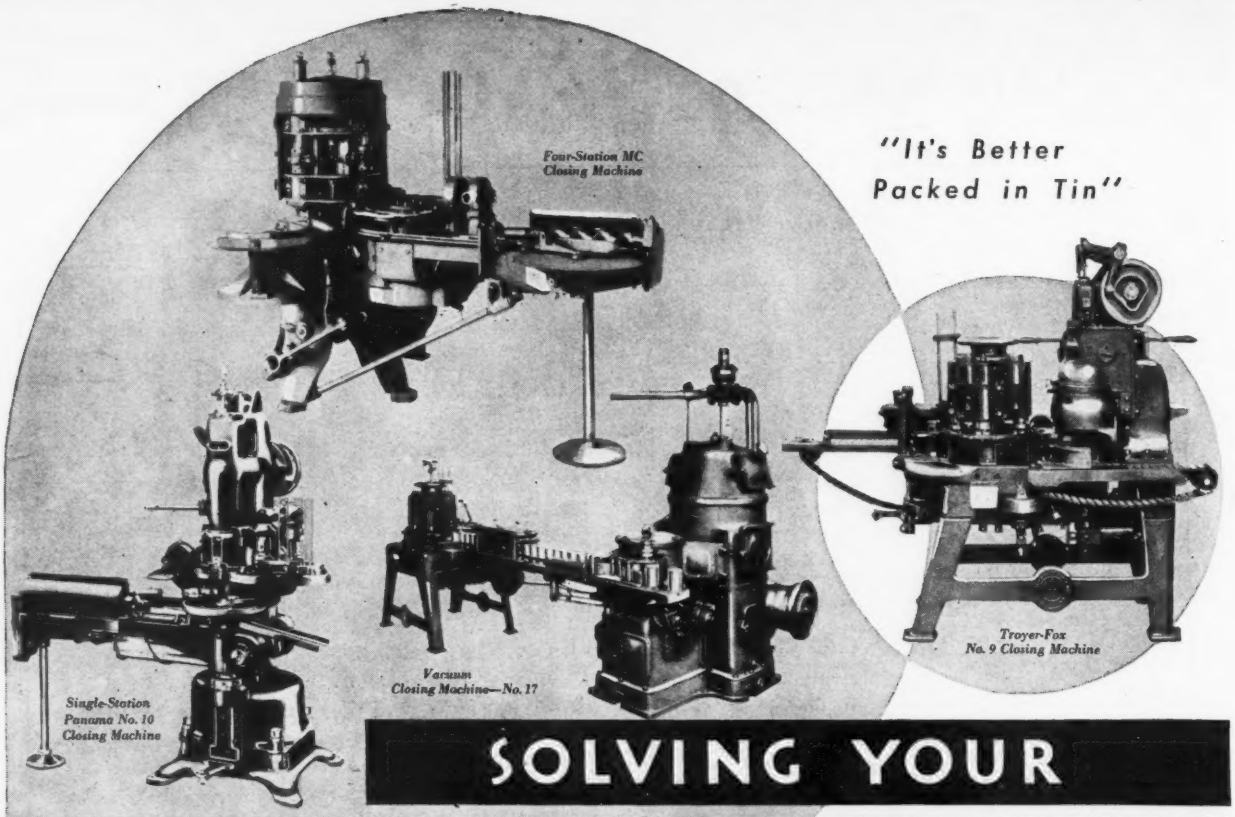
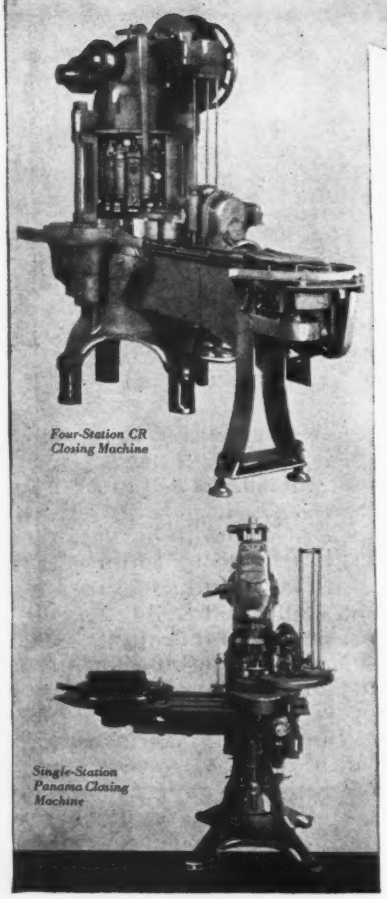


SOLVING YOUR CLOSING MACHINE PROBLEMS



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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, SEPTEMBER 7, 1931 No. 4

EDITORIALS

DIRECTORS SET SEPTEMBER 15th AS FINAL DATE—The Board of Directors of the Canning Machinery & Supply Association have set September 15th as the final date for the receiving of membership applications in the Canning Machinery & Supply Association, in order to participate in the 1932 Convention.

Each year there have been last-minute applications for membership, in order that the new members might exhibit at the National Canners' Convention. This last-minute rush has worked hardship on the Management of the Show, as well as making it impossible for the exhibitor to properly prepare his booth. Therefore, this year, all applications for membership must be in before September 15th, if they are to be considered by the Board of Directors.

AIRY COSTUMES—Wallace H. Carothers, recently reporting to the American Chemical Society, said that it was entirely feasible to manufacture silk stockings or silk dresses out of the air. He exhibited silk yarn made from sebacic acid and a by-product of gasoline, and said this could be woven into a handsome silk dress. But it would have one draw-back, he explained: if washed in hot water the dress would disappear.

So we may witness the spectacle of a handsome debutante strolling out on a beautiful, clear August day, caught in one of our well-known sudden showers, and coming home like Lady Godiva; provided, of course, that the drift in style to long hair has reached that proportion.

And now they are offering the Tom-Krout Cocktail. Under their well-known brand, Golden Wreath, the Warmington-Duff Co., San Francisco, are offering Tom Krout Cocktail, made of tomato juice and kraut juice, delicately spiced, and it is selling at the low price of 75c per doz., for the No. 1 tall (salmon) can. It ought to be a splendid product, in taste and food value, but it seems a shame to start it off at such a low price.

B-rrr, It's Cold—This comes from Albany, N. Y.:

"Farmers along the Mohawk Valley have started cutting corn for ensilage.

"Pumpkins are ripe!

"Geese are flying south from the St. Lawrence River.

"It's cold to-night, too cold for the last night in August.

"Maybe the late corn crop will be taken care of by Providence and the corn canners will again confirmed in their belief that the Lord will provide enough unusual weather conditions to make their individual crop a profitable one some time."

And the writer adds: "I hope so."

A HALF PEA PACK—Now what has become of the croakers who sat back in their easy chairs, refusing to buy any future canned foods, regardless of crop reports, and answered: "Show me; the canners will pack their heads off, and there will be too many peas and everything else in cans."

You had the figures of the pea pack in last week's issue at hand too late for comment in that issue. And you must have been surprised at the total, put out by a government agency and not by a canners' agency: 13,285,826 cases for the entire country, against over 22,000,000 cases in 1930. Wisconsin had less than half a pack; New York State slightly better than half; Michigan less than half; Maryland an increase of over three times its dismal failure of 1930, yet less than 1929, and therefore about a normal pack. And you were told, before, that it was better than usual. In fact, all the predictions about the pea pack are borne out in full by this report. Old Dame Nature took very good care of the pea canners and has insured them a good year in 1932, with advancing prices, and some profit on any goods which they have not as yet sold. The market alturists, of course, waged merry war over the unethical position taken by pea canners in trying to advance prices in the face of all other merchandise on the downward grade, and pointed out tha:

the pea canners would hurt their business. It begins to look as if the day of the "reformers of other people's actions" has passed. They have lost caste everywhere.

And practically every jobber and distributor in the country needs canned peas; all their floors are bare. No need to tell pea canners to stand pat and get the price.

And Tomatoes Will Be Even Worse—That is a bold prediction to make about the canned tomato output this season, but it is not so much of a prediction as a statement of fact seen today. On the first day of September one of those country-market stands was offering canteloupes at 25c per basket; watermelons at 5c each; beautiful peaches at 20c to 25c per basket (we speak here of the regulation five-eighths basket), but tomatoes were held at 40c the basket. The sort of stand we speak of is a wholesale-retailing place, handling immense quantities of all such produce cheaper than the green grocer can sell them. The value, of course, is in the comparison. Normally this is the very peak-pinnacle of the tomato season, and we expected last spring to see these baskets of tomatoes going at about 5c each at this time. They are 40c, and not plentiful even at that.

Take that into the picture; read the crop reports and draw your own conclusion, and you will see how the heading to this paragraph was made. The super-optimist, of course, will say that September and October will undo all this and give a whale of a crop of tomatoes. Where are they coming from? The acreage is not out; thousands of acres of tomatoes have already been plowed down, and even more thousands have been choked out by the weeds and grass, the result of the incessant rains. And if you think that canners are going to put 40c per basket tomatoes into cans to sell at 60c (for No. 2 cans), ask the bankers. Even a beginner in arithmetic can work that problem: 12 empty tin cans cost 24c, and if they get 12 cans of tomatoes from the basket (above the Mapes requirements) they will be doing well, making 64c for just those two items. Now add the other expenses, and there are some, we assure you, and if you can produce such tomatoes at 85c as the cost you are a wizard. They can't get that price, and so other canners than the above enumerated are shutting up. Watch and see.

RESEARCH OF PAPERBOARD CONTAINERS AT MELLON INSTITUTE

DR. Edward R. Weidlein, Director, Mellon Institute of Industrial Research, Pittsburgh, Pa., has announced that an Industrial Fellowship for research on moisture proofing and grease proofing paperboards used in cartons and boxes has been established in that institution by the Robert Gair Company, of New York, N. Y. Recent progress in package merchandising has indicated, he pointed out, a growing need for paperboard containers with improved mosture proofing and grease proofing qualities, and he said that it is the hope of the Robert Gair Co., the donor of the Fellowship, and of Mellon Institute that technically valuable advances will result from the studies, which were begun on September 1.

Dr. Marion D. Coulter has been appointed a fellow of the Institute to conduct these scientific investigations. He is a specialist in organic chemistry, and during the period 1925-1930 held a Mellon Institute fellowship for the study of certain problems in cellulose technology.

According to Dr. Weidlein, Dr. Coulter's new research on perfecting moisture proof and grease proof paperboards for packages will be of interest to many industries. If successful, the investigational developments are expected to make possible important economies and improved efficiency in distribution, as well as to act as a further stimulus to the growth of package merchandising.

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Pulp & Catsup Analysis
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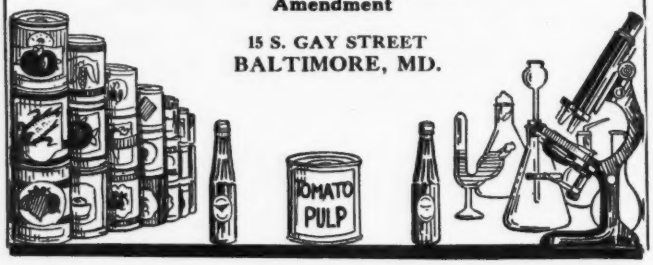


Deductions from the Almanac

By Loren J. Sherff
the well known Certified Public Accountant of Chicago

Do You Know? —

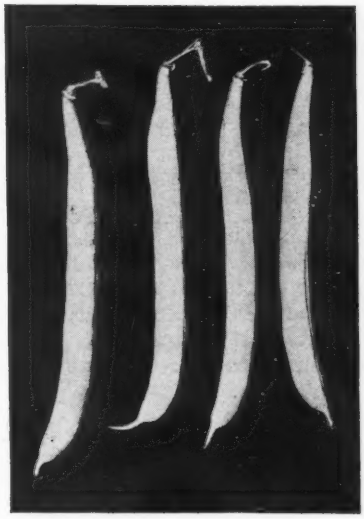
If all the tomatoes packed in the United States during 1930 were laid in the form of a walk, the cans laid end to end and FOUR WIDE, a SOLID WALK could be made LINKING THE LARGER CITIES ON THE BORDERS OF THE UNITED STATES from the ATLANTIC to the PACIFIC and from CANADA to the GULF.

The PRINCIPLES

Rogers Bros. have exemplified the true spirit of the Progress of the Age. They have been constantly alert to the trend and its direction. Old has been supplanted with new and no standard has been accepted as permanent. The way is never closed to development and improvement.

Rogers Bros. are seeking changes. They are climbing new heights, but quality leads the way and provides the yardstick by which progress is determined.

During what is more than a half century of good business, Rogers Bros. have witnessed revolutionary changes and have matched Progress, step for step, but have made no departure from principles of quality which were originally erected. An attainment of the best has been the object and it will ever remain so. Rogers Bros.' quality of 1931 is not different from Rogers Bros.' quality of 1876. *"Blood Tells."*—



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"Seven to Ten Percent More Cases Per Tank!"

That is the testimony of kraut packers who use the Hansen Automatic Kraut Filler. The increase in cases of canned kraut per tank is effected by a mechanical measuring device that **accurately measures** the amount filled into each can. The Hansen Automatic Kraut Filler handles **hot kraut,** measuring, brining, topping and filling **sixty cans per minute** with **one operator.** Because the kraut is handled hot and cans are correctly filled, sealing and cooling are the only additional operations. Accurate filling and pre-heating practically **eliminates flippers.**

The Hansen Automatic Kraut Filler is also adaptable for filling bean and bamboo sprouts. Write us for detailed information.

HANSEN CANNING MACHINERY CORP.
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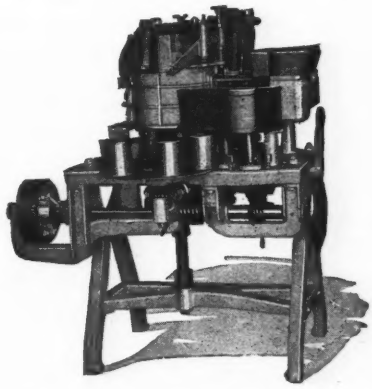


SOUR KRAUT FILLER

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Green Forest, Ark., August 25, 1931.—We judge them to be about 50 per cent of normal. Have only packed about 100 cases, whereas had packed 2½ cars at this date last year. Lots of fields are late; fruit just beginning to set. Do not expect any steady running.

Harrison, Ark., August 25, 1931—Ripening slower this year than usual, and we are getting much rain now that seems to slow them up more. The acreage was cut considerably and the yield so far is much lower than usual, with the prospect better for September and first of October, if the frost stays off. But it is too cold and wet around here for tomatoes to do much good.

Riverbank, Calif., August 26, 1931—Acreage contracted 50 per cent of normal. Prospective yield 45 per cent of normal. Due to hot weather and scarlity of irrigation water, vines are drying out very fast. We believe that good fruit will not run over 25 per cent of normal.

Campbellsburg, Ind., August 31, 1931—Crop fair on 40 per cent reduction in acreage over 1930.

Crisfield, Md., August 30, 1931—Crop very poor. Will not be over 10 per cent of normal crop in Somerset county. Only about half the canners operating.

Princess Anne, Md., August 29, 1931—The crop is the poorest in 20 years. The pack will not exceed 25 per cent of 1930.

Sherwood, Md., August 21, 1931—The acreage planted in the lower part of Talbot county is much less than usual. Many fields have been allowed to grow up in weeds, owing to the farmers not being able to hire help, and the prospects of having to market the crop this fall at less than cost. The recent rains have ruined all patches in low lands. We do not expect over 50 per cent of a normal pack.

Still Pond, Md., August 1, 1931—On 80 per cent acreage set expect 50 per cent crop at this time. Too much rain the last ten days.

Lebo, Mo., August 26, 1931—Tomatoes are short. It seems that 50 per cent would be about right for an estimation.

Purdy, Mo., August 31, 1931—The acreage is about 40 per cent of last season. We had cut 90 acres last year and 35 this year. Prospect for this year's crop is about 75 per cent of last year. We have not canned anything yet; crop is very late and there will be a very short season.

Egg Harbor City, N. J., August 31, 1931—Crop as compared with normal years is very poor. 50 per cent in acreage yielding 30 to 35 per cent.

E. Toledo, Ohio, August 25, 1931—Crop as compared to normal years is very poor. Yield is just about half as much as former years, and the fruit is burnt by the sun and rotting. However, some of the tomatoes are nice and solid, also large.

Greenville, Ohio, August 26, 1931—Condition is fairly good. Acreage about 100 acres short of 1930. Prospective yield about 50 per cent normal.

New Weston, Ohio, August 27, 1931—Condition of crop is 65 per cent of normal. Vines are large but fruit is not on vines. Tomatoes ripening are much smaller than last year. Our acreage is cut 40 per cent.

Taft, Va., August 29, 1931—The outlook is poorest we have seen for 32 years we have been packing. Will get one-fourth to one-third of 1930. We are getting tomatoes from 400 acres and have only run 11 hours the past week. Nine factories are idle in Lancaster county.

Weems, Va., September 1, 1931—Of the three factories at Weems, only one is operating this year, and that in a small way. Condition of plants is very poor. Too much rain and vines in grass with poor stand and little fruit. We believe in the section known as the Northern Neck not more than 20 to 25 per cent of last season's pack will go into cans this year.

BEANS

Harrison, Ark., August 25, 1931—Green: Will be packed within a few days and the yield promises to be about the average.

CUCUMBERS

Alameda, Calif., August 26, 1931—Have come in quite heavy this year in this territory. The crop, while considerably heavier than last year, is about normal. The quality of the stock was also above that of last year. Our acreage was cut about 20 per cent this year. The crop, which was a month early, is finished.

SWEET POTATOES

Egg Harbor City, N. J., August 31, 1931—Prospective yield excellent. A 100 per cent acreage yielding 80 per cent.

CABBAGE

E. Toledo, Ohio, August 25, 1931—Have not planted nearly as much this year. There will be less than half the crop of former years. Heads are very small, that is the largest, as compared to other years.

Crockett, Va., September 1, 1931—Crop in Southwest Virginia is 80 per cent. The weather has been ideal; plenty of rain. The late cabbage is plentiful; mostly Danish variety. Danish is also being shipped to market.

FRUIT

Egg Harbor City, N. J., August 31, 1931—Peaches and Apples: Have an abundance of these items.

NEW PACK IS NOW AVAILABLE!

LOUDON'S

TOMATO JUICE

"The Nation's New Drink"

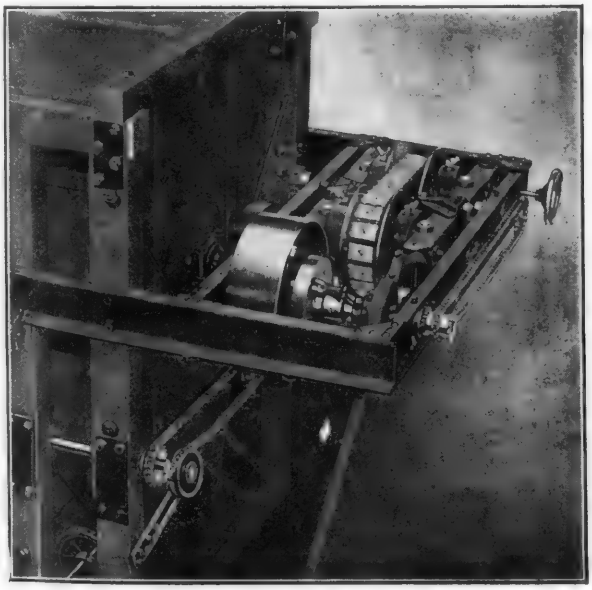
Manufactured by new vacuum process, thereby retaining more vitamines

Packed in all size cans and bottles,
Either under factory or buyers label

ALSO PACKERS OF

Fancy Quality CATSUP, CHILI SAUCE, PORK and BEANS, RED BEANS, KIDNEY BEANS, TOMATO SOUP, SPAGHETTI

The Loudon Packing Co., Terre Haute, Ind.



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MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

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What Canned Foods Distributors are Doing

Small Independent Merchants Seen Potent Factor in Curing Depression By I. G. A. Head—Independent Grocers Protest Relief Distribution Of Food Through Chain Units—Pacific Coast Grocers To Hold Annual Convention—Government Survey Shows Grocery Operating Economics.

SMALL INDEPENDENT MERCHANTS SEEN POTENT FACTOR IN CURING DEPRESSION—In the wave of "big-business" methods that have been so popular in this country following the post-war depression, the small independent merchants in the United States have been utterly neglected by big business and until this situation is remedied and the small merchants resume the place they once held in the American economic picture, the relief of the present depression will be greatly retarded, J. Frank Grimes, president of the Independent Grocers' Alliance, largest voluntary chain grocers' association in the country, told members of the association at the convention held in Rochester, N. Y., last week.

The two-day convention was held for members in the Northern section of New York State and surrounding territory. Merchandising experts of the organization demonstrated to the small local independent merchants methods by which they could concentrate on the more profitable items in their business and thus avoid failure, due to the highly organized competition within his selling field, most particularly from chain stores.

The local independent merchants are far better acquainted with basic conditions underlying the present depression than the big business men and capitalists that compose the various Governmental agencies which are seeking some form of practical relief from the effects of the current depression, Mr. Grimes told those attending the convention.

The I. G. A., he continued, is doing every thing within its power to keep the small merchants in business and making a profit, and views with alarm the ever-growing list of independent merchants who are slowly being forced out of business and onto the "breadline" by modern competition.

"The only possible relief that is possible now," he held, "is by adding the smaller business man to the various government committees, where his knowledge of the situation will give an entirely different slant to the men who have been floundering for months in their sincere but misguided efforts to pull the business of the country out of its present depressed condition.

"Business recovery is dependent upon advancement and stabilization in prices and there is little chance of any immediate return until this is achieved. Otherwise there will be only a very gradual change for the better. The difficulties which this country will confront during the coming winter will necessitate now the formation of the finest relief organizations to take care of the actually needy. While our purpose should be to feed and house the actually needy and unemployed there should be no funds used to put people back to work. The latter idea of organized relief might be but the forerunner of a general dole.

"The American citizen does not want charity, however; he merely wants the chance to earn his own living and every thinking American citizen will resent the idea of a dole. While we must take care of those actually needing relief and this number may reach 10,000,000 in the next winter, there is much danger in this relief on a nationally organized scale. No one questions the abilities of the committees appointed in Washington to this situation. But one thing must be kept in mind: that these committees, made up for the most part of men great in business, should also include members who understand fully the needs of the average citizen.

"The dismal failure to produce results by many of the committees distinguished by the names of some of the greatest business men and capitalists of the country has been largely attributed to the lack of the people's representatives. I wonder if the men of great wealth really understood the needs of the people who are now unemployed and in distress. Rather let the farmers and the small business men into these committees, for it is in their territory where most of the problems of distress and unemployment are to be found. With such members, the committees will soon produce results.

"These programs for the erection of public buildings and the building of new roads and related activities are too limited in scope and held but a comparatively small number of the unemployed. The problem is much deeper and more fundamental and cannot be cured by such measures, and we must quickly find means for relief. The terrible mortality among small stores and the serious drop in their earnings must be corrected, and the time is now ripe for actions by committees with a knowledge of these problems. These should be composed equally of representatives of big business, Government, and small business and farmers.

"Such a committee or group if properly organized and including such a representation would change the present trend in sixty days," Mr. Grimes prophesied.

"It is more than probable that State and United States income taxes will drop more than 30 per cent this year," Mr. Grimes said in concluding. "This will have a serious effect on Government finances, especially in the light of the numerous and expensive public improvements which are now under way. Constant price cutting cannot continue either, if we are to expect any early return to stability, and any attempts to reduce the wages of labor will meet with serious resistance, since it is generally considered that these funds will be used to pay dividends. Unless those in power take the people into their confidence it is very difficult to estimate when we will again start on the road to prosperity."

Independent Grocers Protest Relief Distribution of Food Through Chain Units—New York City independent retail grocers have vigorously protested against the published plans of Alexander R. MacDonald, head of Mayor Walker's committee for unemployment, for the feeding of the needy in New York during the coming winter.

Under the revised schedule of providing food for the city's needy, which was formerly distributed through the precinct stations of the city's police department, food would be distributed through chain grocery store units instead.

Leading independent grocers throughout the city have prepared a protest and will present it to the Mayor's committee and the New York State Wholesale Grocers' Association has requested a complete schedule of the plans for the relief of the needy during the coming winter with the promise of full cooperation in handling the situation. The Wholesalers' Association also stated that wholesalers who had read the announcement of the committee's plans in the daily papers hoped that the plan of distributing groceries solely through the chain grocery stores had been inaccurate.

It will be remembered by the trade that Philadelphia tried this method of distributing food to the unemployed last year and was subjected to much confusion and criticism. In Baltimore, where a similar move was started early in the current year, it was necessary for independent grocers in that city to resort to political pressure to insure any of the relief distribution handled by independent grocers.

Distribution of groceries to New York city's unemployed last year was handled by the Police Department but the task assumed such huge proportions as to seriously interfere with the work of the department. Also, the committee holds, it will be more economical to distribute the necessary articles under the new plan.

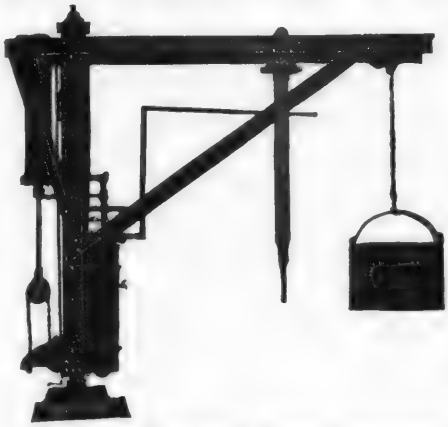
The idea of having the city's chain grocery stores handle the distribution is rumored in some quarters as coming directly from the New York headquarters of one of the nation's leading grocery chains which has many units in New York City.

Although relief work of this character is almost entirely confined to the distribution of staple groceries, items on which there is but a small profit to the grocer, the 20,000 independent grocers operating throughout the metropolitan area feel that they have been distinctly slighted in the matter.

The Mayor's committee has estimated that it will take more than 36,000,000 pounds of groceries, or 610 carloads to assure an adequate distribution of food to the needy during the coming winter. Last year's figures were slightly below this but the committee holds that it will take at least as much food,

(*Continued on page 35*)

ZASTROW'S PROCESS ROOM EQUIPMENT



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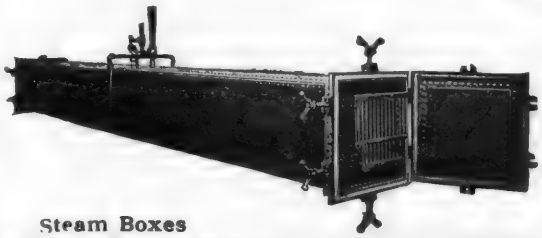

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Do you buy Boxers on the basis of price or value?

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is what you pay for them.

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Equipped with a KYLER BOXER you will find no one can do more in quantity, in quality, or in cost. A little investigation on your part among some of the best canners will convince you.

Manufacturers of
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Cannery Crop Acreage and Forcast of Production

Condition as of August 15th, 1931

By Bureau of Economics, U. S. D. A.

(NOTE—These reports were dated Aug. 26th, as reporting the Crop conditions of August 15th, and they were received in our office on Saturday, Aug. 29th—too late, of course, for our issue of Aug. 31st.—*Editor.*)

SWEET CORN

THE production of sweet corn for canning, as indicated by reported condition and probable yields on August 15, is 8 per cent larger than the estimated production in 1930. This forecast is about 3 per cent larger than that of August 1. A total of 713,500 tons is now indicated, compared with 660,800 tons produced in 1930 and with an average of 708,700 tons for the five years preceding 1930. The indicated yield per acre is 16 per cent above the low yield of 1930 but is 8 per cent below the five-average yield for the period 1925-1929.

Recent rains and lower temperatures have benefited the late plantings in many of the important areas. In Minnesota, Wisconsin, Michigan and Nebraska, however, there has been little or no change in crop prospects since August 1. The continued deficiency in moisture and the serious damage suffered from excessive heat during July have been against any appreciable recovery of the crop in these States.

State	Acreage 1930 Acres	Acreage 1931 Acres	Yield per Acre 1930 Tons	Yield per Acre 1931 Tons	Production 1930 Tons	Production 1931 Tons
Maine	13,200	11,300	3.7	2.9	48,800	32,800
New Hampshire	1,050	950	3.0	2.6	3,200	2,500
Vermont	2,100	1,330	2.3	2.6	4,800	3,500
New York	23,000	17,600	1.3	2.4	29,900	42,200
Pennsylvania	6,300	5,600	.8	2.0	5,000	11,200
Ohio	32,500	30,600	1.1	2.4	35,800	73,400
Indiana	43,500	37,200	1.3	1.8	56,600	67,000
Illinois	72,000	68,300	2.0	2.1	144,000	143,400
Michigan	7,300	8,200	.6	.8	4,400	6,600
Wisconsin	13,000	13,000	2.4	1.3	31,200	16,900
Minnesota	54,000	46,200	2.4	1.9	129,600	87,800
Iowa	55,000	51,200	2.0	2.2	110,000	112,600
Nebraska	8,000	7,800	1.4	1.6	11,200	12,500
Delaware	3,630	3,100	1.8	2.2	6,500	6,800
Maryland	34,000	39,700	.7	1.9	23,800	75,400
Tennessee	3,400	3,400	2.0	2.8	6,800	9,500
Other States*	3,830	3,780	2.4	2.5	9,200	9,400
United States	375,810	349,260	1.76	2.04	660,800	713,500

*"Other States" include: Colorado, Idaho, Kentucky, Missouri, Montana, Oregon, South Dakota, Washington and Wyoming.

SNAP BEANS

THE August 15 forecast of production of snap beans for canning, based upon condition and reported probable yields on that date, is 16.2 per cent below the estimated production in 1930. Indicated production is now slightly larger than that indicated on August 1. A total of 71,510 tons is indicated, compared with 85,300 tons produced in 1930, and with an average of 63,380 tons for the five years preceding 1930.

Crop prospects remain relatively favorable in Maine, New York and Pennsylvania. An average crop is reported for Delaware and Maryland. The crop in Indiana, Michigan and Wisconsin is considerably below average, due to mid-season heat and dry weather. Production in the Southern States was reduced by the same cause. Some late acreage has been planted in Arkansas, due to the near failure of the early crop. With the exception of Colorado, the Far Western States have good yield prospects on a greatly reduced acreage.

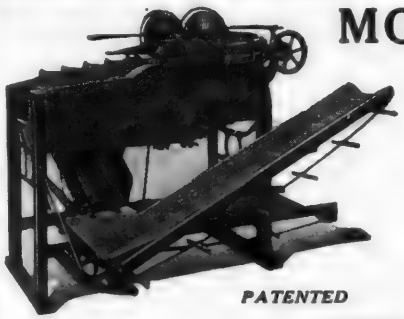
State	Acreage 1930 Acres	Acreage 1931 Acres	Yield per Acre 1930 Tons	Yield per Acre 1931 Tons	Production 1930 Tons	Production 1931 Tons
Maine	1,300	1,000	2.7	2.6	3,500	2,600
New York	11,270	7,400	1.3	1.8	14,600	13,320
Pennsylvania	3,450	2,800	.8	1.7	2,800	4,760
Indiana	3,710	3,500	.6	.7	2,200	2,450
Michigan	5,990	5,800	.9	.7	5,400	4,060
Wisconsin	9,000	7,500	.8	.8	7,200	6,000
Delaware	2,300	2,550	.7	1.2	1,600	3,060
Maryland	9,740	7,600	.8	1.5	7,800	11,400
South Carolina	1,400	700	1.0	.8	1,400	560
Tennessee	2,450	2,130	1.0	.7	2,400	1,490
Mississippi	2,640	1,720	1.0	1.2	2,600	2,060
Arkansas	3,000	*3,200	.5	.8	1,500	2,560
Louisiana	3,500	1,500	1.2	.8	4,200	1,200
Colorado	2,100	940	4.0	1.8	8,400	1,690
Utah	1,280	200	3.1	3.8	4,000	760
Washington	940	750	3.3	3.9	3,100	2,930
Oregon	800	400	3.5	4.0	2,800	1,600
California	770	640	3.9	4.0	3,000	2,560
Other States†	8,750	6,450	.8	1.0	6,800	6,450
U. S. total	74,390	*56,780	1.15	1.26	85,300	71,510

†"Other States" include: Alabama, Georgia, Idaho, Illinois, Iowa, Kansas, Kentucky, Minnesota, Missouri, Montana, Nebraska, New Jersey, Ohio, Oklahoma, Texas, Vermont, Virginia and West Virginia.

*Revised.

TOMATOES

THE forecast of production of tomatoes for canning or manufacture, based upon conditions of the crop on August 15, represents a decrease of 30 per cent compared with production in 1930. Indicated production is now 1,269,100 tons, compared with 1,815,500 tons produced in 1930 and with a five-year average production of 1,297,300 tons for the period



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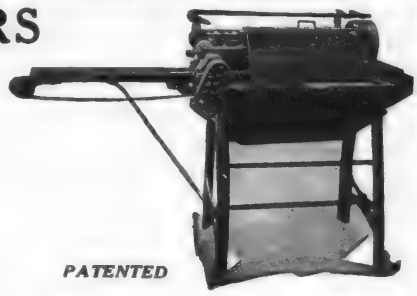

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Standardized parts. Driving mechanism runs in enclosed oil bath. Produces perfect can bodies at the rate of 300 a minute.

If you do not have details, write for information. This is the last word in Body Makers.

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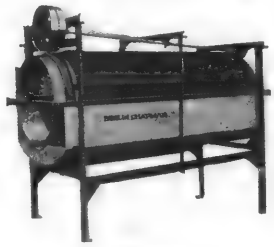

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Whether you are canning peas, corn, tomatoes or fruit, our standard equipment will meet your requirements. Back of our engineers is a complete plant equipment and years of successful experience in designing and making canning equipment. If you need special equipment, we can build it.

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Types and grades suited to all operations in the canning industry—for tin, glass, fibreboard, etc. Ask for details, prices, and samples.

The F. G. Findley Co.

Adhesive Specialists **Milwaukee, Wis.**

1925-1929. The indicated yield per acre is about the same as the average for the five years preceding 1930.

Since August 1st many areas which were suffering from drought have received a plentiful supply of moisture. Crop prospects, however, remain spotted. The crop seems to have suffered chiefly from the effects of high temperatures and dry weather during July, which caused a loss of blossoms and a light set of crown fruits in many fields. With more favorable growing weather since August 1, the final outcome of the crop in many areas will depend upon whether these sections have early or late frosts. The condition of the crop as reported on August 15 is about 1 per cent below the four-year average condition on the same date for the period 1926-1929.

State	Acreage 1930 Acres	Acreage 1931 Acres	Yield per Acre 1930 Tons	Yield per Acre 1931 Tons	Production 1930 Tons	Production 1931 Tons
New York	15,500	12,100	5.0	7.0	77,500	84,700
New Jersey	43,000	31,000	6.0	5.9	258,000	182,900
Pennsylvania	5,400	4,300	3.0	4.0	16,200	17,200
Ohio	12,400	9,900	5.4	5.7	67,000	56,400
Indiana	79,000	64,000	5.0	4.2	395,000	268,800
Illinois	6,500	4,500	3.2	4.3	20,800	19,400
Michigan	2,600	2,000	5.4	5.4	14,000	10,800
Iowa	6,400	6,400	5.0	4.8	32,000	30,700
Missouri	28,900	20,230	2.1	2.2	60,700	44,500
Delaware	14,000	11,800	3.4	3.5	47,600	41,300
Maryland	48,900	39,000	3.1	3.6	151,600	140,400
Virginia	15,500	10,800	2.8	3.0	43,400	32,400
Kentucky	8,430	5,900	2.6	3.2	21,900	18,900
Tennessee	14,000	9,800	2.4	2.5	33,600	24,500
Mississippi	3,550	2,130	3.1	2.5	11,000	5,300
Arkansas	28,000	16,800	2.1	2.5	58,800	42,000
Colorado	2,500	2,800	8.5	7.6	21,200	21,300
Utah	8,200	6,640	6.8	9.1	55,800	60,400
California	52,250	23,160	7.6	6.0	397,100	139,000
Other States*	9,790	8,800	3.3	3.2	32,300	28,200
U. S. total	404,820	292,060	4.48	4.35	1,815,500	1,269,100

CUCUMBERS FOR PICKLES

State	Aug. 15, 1931	Aug. 15, 1930	4-yr. av. Aug. 15, 1925-1929
	Per cent	Per cent	Per cent
Massachusetts	†	80	....
New York	78	50	68
North Atlantic	78.0	53.8	68.5
Ohio	74	70	60
Indiana	81	75	64
Illinois	68	60	60
Michigan	76	72	59
Wisconsin	69	76	66
Minnesota	76	60	61
Iowa	67	60	77
Missouri	59	25	65
North Central	73.7	70.0	62.3
Maryland	80	....	....
Virginia	78	....	....
South Atlantic	79.5	....	....
Kentucky	†	....	....
Mississippi	84	....	....
Louisiana	75	50	....
Texas	75	....	....
South Central	81.1	50.0	....
Colorado	87	85	79
Washington	79	80	57
Oregon	90	....	....
California	80	87	80
Far Western	84.1	85.5	78.0
Other States*	67.0	52.0	72.5
U. S. average	75.6	68.9	64.7

CABBAGE FOR KRAUT

State	Aug. 15, 1931	Aug. 15, 1930	4-yr. av. Aug. 15, 1925-1929
	Per cent	Per cent	Per cent
New York	80	63	81
North Atlantic	80.0	63.0	81.2
Ohio	79	70	78
Indiana	73	71	81
Illinois	75	75	82
Michigan	77	69	81
Wisconsin	56	75	83
Minnesota	50	68	77
North Central	66.2	72.5	81.0
Colorado	70	75	80
Washington	72	90	90
Far Western	70.6	80.6	84.0
Other States*	65.0	48.0	75.5
U. S. average	70.2	67.4	80.6

* "Other States" for *Cucumbers for Pickles* include: Alabama, Connecticut, Delaware, Florida, Nebraska, North Carolina, Pennsylvania, South Dakota and Utah; for *Cabbage for Kraut*, Arkansas, Iowa, Maryland, Missouri, Montana, Nebraska, Oregon, Pennsylvania, Tennessee, Utah, Virginia and California.

† No report.

GREEN LIMA BEANS

State	Aug. 15, 1931	Aug. 1, 1931	Aug. 15, 1930
	Per cent	Per cent	Per cent
Colorado	....	....	....
Delaware	73	85	57
Indiana	....	....	....
Maryland	74	73	44
Michigan	30	35	50
Minnesota	65	82	50
New Jersey	85	80	65
New York	....	....	....
Ohio	84	80	35
Oregon	....	....	....
Utah	90	....	70
Virginia	60	82	45
Washington	....	....	....
Wisconsin	....	....	....
Other States*	72	75	64
U. S. average	69.4	76.5	52.5

BEETS

State	Aug. 15, 1931	Aug. 1, 1931	Aug. 15, 1930
	Per cent	Per cent	Per cent
Colorado	95	85	90
Delaware	....	....	....
Indiana	75	88	65
Maryland	....	....	....
Michigan	70	73	66
Minnesota	....	....	....
New Jersey	95	90	85
New York	82	80	69
Ohio	70	†	40
Oregon	60	70	65
Utah	82	85	85
Virginia	....	....	....
Washington	88	90	90
Wisconsin	53	53	69
Other States*	65	65	50
U. S. average	67.3	68.6	70.9

* "Other States" for *Green Lima Beans* include: Arkansas, Colorado, Georgia, Illinois, Indiana, New York, Pennsylvania, South Carolina, Tennessee, Utah and Wisconsin; for *Beets*, Delaware, Illinois, Iowa, Kentucky, Louisiana, Maryland, Minnesota, Mississippi, Pennsylvania, South Carolina, Tennessee and Virginia.

† No report.

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Landreths' Garden Seeds

These seeds are so well known to the Canning Trade, that they need no introduction. This adv. is simply a reminder.

If you need anything in seeds throughout this spring or summer or for delivery after the 1931 crop, before buying elsewhere, write us stating kinds and quantities, and allow us to quote you prices.

Business founded 147 years ago.

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SPEED UP FIELD WORK
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SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

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Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

NO doubt you read the editorial, "Bad, if True," in the August 10th issue of The Canning Trade. In it was the suggestion that the writer of the letter concerning the bad repute of the canning industry at present should have pointed out the cause for this condition, and offered a remedy for it.

Last week a buyer for an old-line wholesale grocery house said to a friend in the grocery trade: "Bill, canners blame me, they blame the whole grocery buying fraternity, for not buying futures. I used to buy futures, I'd like to buy them again. But look here. Last spring a nearby local tomato canner sat around my office and talked and visited and complained for three hours or more, trying to get me to buy 2s tomatoes at 70c. Said he could not finance his pack if he did not sell futures. As a matter of fact, he did go into bankruptcy, and last week he was back again for several hours trying to get me to buy 2s tomatoes at 60c. Last spring corn canners tried to get me to buy standard corn at 80c, and now they are willing to sell at 70c. I haven't bought any peas, but I'm not listening to all the stories I hear about the scarcity. I don't know what to believe." A few weeks ago I read a bulletin put out by a Western corn packer in which he had embodied reports from reliable sources as to the damage to the corn crop. The buyer said to me, "Do you believe all that?" Knowing the place whence the reports came, I told him I thought it was true. He said: "Well, if that packer had delivered my future order to me last fall, I'd be much more ready now to accept his story about the damage."

Last spring a friend said to me: "Look here, here is a spot list from a canner who did not deliver his future order to us. Do you suppose we can still get a part, at least, of what is due us?"

When market conditions warrant a reduction in price or demand an increase, the price of Jello is lowered or raised as the case may be.

When coffee in Brazil is lower in price, the cost of Maxwell House coffee to the consumer is lowered. It is raised when conditions make it necessary.

True, you will tell me, I have picked on widely known articles of food, and that the lesser known brands of like commodities will always be sold at lower prices. Yes, that is so, but you will find much less fluctuation in these prices than you will find, from month to month and state to state, in the price of canned corn, peas and tomatoes.

Those leaders in food lines outside of the canning industry who have attained a commanding position in the trade have also refrained in a large measure from unloading their surplus under private brands. Leaders among the packers of canned vegetables are not averse to packing goods for private label buyers, and at prices materially under those governing their sales of factory label goods. Just another way of making prices to fit the moment.

The canning industry as a whole is still governed by the cardinal principle, it is outstanding among all policies among sales departments of canners. It is: Get the business! No matter what the price or profit, if any. Get the business!

Never mind if putting out information or withholding it may inaccurately color the picture, put it out or withhold it, scare the buyer or mislead him; it's all the same as long as we get the order and unload some of our stock.

Some of the reports circulated at times have about as much sense as would a bulletin by the Associated Pill Manufacturers of America, stating that because a hurricane in Cuba destroyed several hundred acres of sugar cane, sugar for coating pills was apt to be scarce, and as a result pills were very apt to be higher in price and hard to find in hands of reputable pill manufacturers.

I like the suggestion made in the editorial referred to earlier in this article, that eventually the canner will produce canned foods according to the needs of his nearby territory, and according to their tastes.

I agree that as soon as this is done, you will see more stability in the price situation as far as canned foods are concerned.

But you will need more than this.

You will need more than the operation of the teeth in the Mapes law. We must have an abiding sense of business integrity among canners.

We need more of a desire on the part of all canners to shoot straight with their buyers and to retain them as friends, even if they cannot be kept as customers.

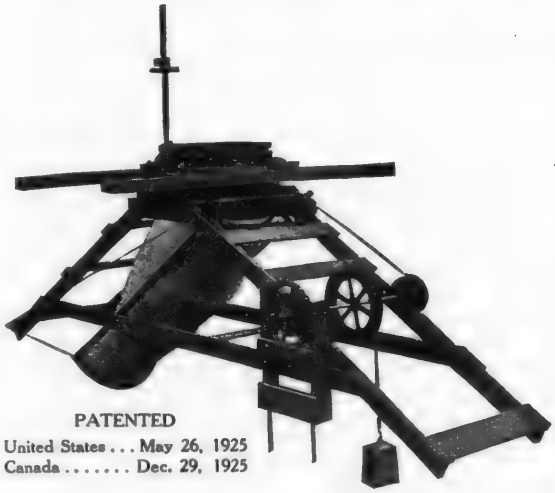
It's not the years in the trade, it's not the white hair and stooped shoulders of some of the grand old men of the canning business that makes them the deans of the canning profession.

In times such as these, leadership is the crying need of all industry. You do not develop leadership by making one price today, with no bearing on the cost or worth of the goods, and another tomorrow in order to get the business.

No one can be blamed for trying to get all he can for anything he has to sell, but they should be blamed for not realizing that the worst possible way to get it is to try, as has usually been done from year to year, to get a long price in the spring when orders are booked for future delivery. Then to attempt, as long as possible, to sustain these attempts by seizing on every pretex, no matter how slight, for bolstering the price and at last, weakening to the point where "No reasonable (?) offer is refused."

Last week I asked a principal in another line of trade why he did not pack for private label buyers. He said, "Because it seems as if you must throw away all oppor-

Hamachek Ensilage Distributor



PATENTED
United States . . . May 26, 1925
Canada . . . . . Dec. 29, 1925

The Hamachek Revolving Ensilage Distributor is a mechanical device for the stacking of pea vines, corn husks, or other ensilage in a silo or on a stack.

The discharge spout revolves in a circle two or three times an hour and the operator can easily change the incline of the spout to any desired position. In this way, the ensilage is discharged just where it is needed and one man can make a better stack or fill a silo better than can be done by several men without the aid of the distributor.

This machine takes care of about the hardest and most disagreeable work of a canning operation.

The saving in labor alone usually pays for the installation in two or three years.

Additional information will gladly be mailed upon request

FRANK HAMACHEK MACHINE CO.

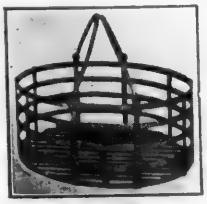
KEWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feedrs and Chain Adjusters.

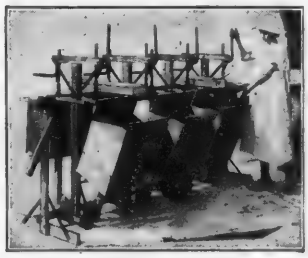
A. K. ROBINS & COMPANY, INC.

CANNING MACHINERY and SUPPLIES

We are manufacturers

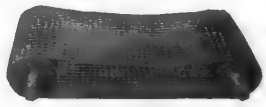


CRATES



BOX SEALERS

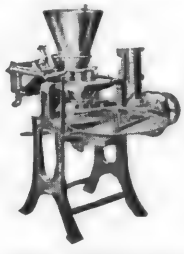
INSPECTION TABLES



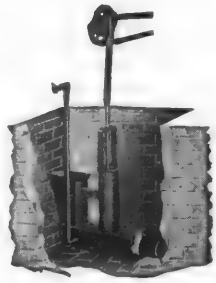
BELTS

RETORT

PUMPKIN MACHINE



NEW PERFECTION PEA FILLER



SKIN PUMP

Write for copy of our new catalog

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* **HARRY R. STANSBURY,** *Vice-President*

tunity of profit when you bid for a private label buyer's business".

How long will it be before canners realize their experience can be no different in the end? This seems to be a time for proposing all sorts of remedies for our financial ills. I'll propose one.

Suppose next spring every packer refused for thirty, sixty or ninety days to pack a can of peas, peaches or other canned foods for a private buyer? Do you think for a moment canners as a whole would not realize more for their packs than they have been able to do for a long time? Don't laugh at this thought. Turn it over in your mind and the more you think of it, the more logical it will seem. And if you don't do this (I know you won't) why not do the next best thing and enther sell all your pack to private label buyers or sell all of it under your factory label? How many canners are doing just this?

Let's have some more leaders in the canning industry. Dare to be a leader!

W. G. CAMPBELL STRESSES NEED FOR STRONGER PURE FOOD LEGISLATION

THE future value of the public service involved in the regulation of interstate traffic in foods and drugs depends upon the character and scope of legal authority with which officials are clothed, the staff and equipment at their command, and the administrative attitude which they adopt, W. G. Campbell, Director of Regulatory Work, U. S. Department of Agriculture, told those in attendance at the annual convention of the Association of Dairy, Food and Drug Officials, on September 4, at West Baden, Indiana. "In the fact of legal restrictions, administrative resourcefulness will not suffice for the protection of the public," he said.

Mr. Campbell forecast what, in his opinion, will characterize, within the next twenty-five years, regulatory operations under the Federal food and drugs act, the text of which has, for the sake of uniformity, been adopted in substantial measure by most of the States. Following a brief summary of enforcement in the last twenty-five years, he outlined the faults of omission and comimssion in the act and declared that the measure is characterized by generalities and is too frequently inept in its statutory definition of adulteration of foods.

"Aside from the labeling requirements of imitations and net weight in food, alcoholic content in drugs, and the enumeration, if present, of certain ingredients in both, the act's definition of misbranding is wholly negative," he declared. "In saying only that such statements as the labels bear must not be false, misleading nor fraudulent, the law makes possible the sale of either foods or drugs without any representation whatever concerning the identity of the ingredients or their nutritive or therapeutic value. In this regard, the law by no means assures the public the greatest protection."

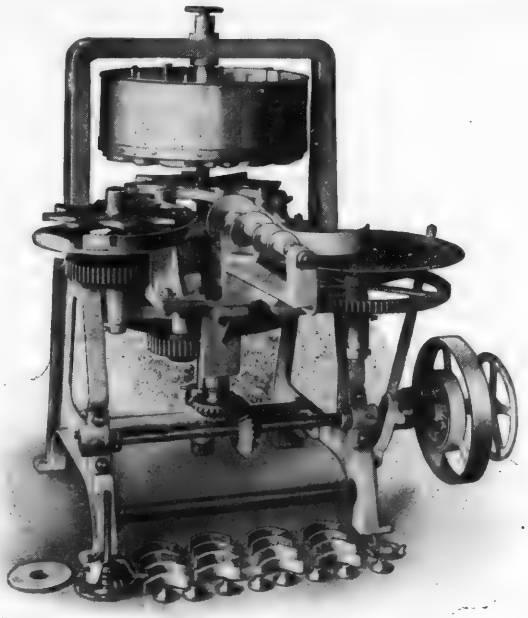
The speaker said that there have been attempts by the trade to weaken the food and drugs act by amendment. Such amendments were never seriously considered because of the distinct public opposition to them. "Fearful that emasculating measures might be passed, the public has the feeling that it would be better not to tamper with this law at all. The law has served a distinctly useful purpose in its present form, but it unquestionably has faults. If the act is to be an effective instrument for the achievement of purity in foods and drugs and fair dealing in the sale of them, timely consideration should be given to the inauguration of a movement for bringing about such modifications as a sober and dispassionate appraisal may indicate. It is important that no sentimental opposition intervene to defeat the accomplishment."

The Director of Regulatory Work said that it is axiomatic that laws of the nature of the Federal food and drugs act are not self-enforcing. "No matter to what extent they may be faulty, it is certain that the public will derive no benefits from their worthy provisions unless those upon whom the burden of administration has been placed are given facilities with which to work. Food and drug production has kept pace with the increase in population over the past 17 years. Additionally, the growing tendency both in urban and rural homes to turn to the products of food factories, rather than to depend upon kitchen facilities, has increased commerce in food materially more than a per capita census would indicate. This situation challenges the utmost administrative resourcefulness, not only in effecting economies, but also in formulating administrative policies. An important administrative problem with which the Food and Drug Administration is daily confronted is not whether authority, but, rather, whether funds can be found to support action.

"The Food and Drug Administration recognizes fully the prevalent need, especially at this time, for drastic economies in governmental operations." Mr. Campbell said that every enforcing official is concerned about the expenditure of appropriations so as to acquire the maximum amount of public protection. "There is inherent in the character of his administrative obligation a challenge so to employ the facilities at his command that the biggest possible dividends will be declared in the interest of national health and the national pocketbook.

"In our enthusiasm for the protection of public interest in the enforcement of food control laws," he said, "we can not be blind to the legal and equitable rights of industry. The Supreme Court has said that this statute was enacted in the interest of the public. It has said further that wherever doubts exist they should be decided so as to further the purposes of the law. We have undertaken literally to observe this authoritative injunction, and, in doing so, have not, I hope, been guilty of executive legislation." The speaker cited the recent passage of the McNary-Mapes amendment to the food and drugs act—an amendment proposed by the canning industry itself, which requires more stringent Federal regulation of that industry—as an example of the cordial support which business is giving the continued enforcement of the food and drugs act.

In outlining some of the difficulties of enforcing the measure, Mr. Campbell declared that he was not sounding a pessimistic note, but that, on the contrary, he entertained the utmost optimism about the development of this public service along more useful lines in the future. "Food control states 25 years ago were regarded as the forerunner of an era of legislative radicalism," he said. "But when the value of such legislation can be still more effectively appreciated, through observing the results which it has produced, such fear as once existed will be found to have completely disappeared. The public, expecting to be dealt with fairly, is seeking no favors, but is requiring only those rights which, by the existence of these laws, it has some power to exact."



AYARS NEW HEAVY DUTY ROTARY SYRUPER

For Filling—Tomato Pulp and Puree—Tomato Juice—Clear Soups, etc.

For Syruping—Fruits, String Beans, Beets, etc.

Has no air vent stems to damage fruit.

Designed for high speed.

Belt Drive or direct connected.

Fills absolutely accurate.

No Can No Fill.

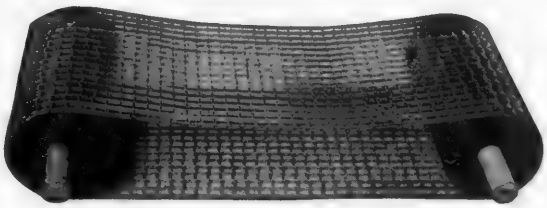
Rapid Valve.

Prices on Request.

AYARS MACHINE COMPANY

Salem, New Jersey

HERCULES Sanitary Flexible Steel Conveyor



Used by Canners for every purpose: on sorting tables, scalders, washers, exhausters, etc.

Made of best galvanized ribbon steel.

Standard widths - 12, 18, 24, 30 inches - carried in stock. Other widths, made to order. One inch mesh - also half inch mesh. Strong, durable, labor saving and efficient. Runs smoothly, lies flat and does not climb the pulleys. One hundred percent sanitary.

Made up in one hundred foot rolls, or less. Can be easily taken apart and made into any length conveyor. Extra cross wires supplied with each roll. We know it gives satisfaction - our customers tell us so. Your dealer has it.

Manufactured by

La Porte Mat & Manufacturing Company

La Porte, Indiana

GETTING THE SCHOOL LUNCH BUSINESS

By The American Housewife's Bureau.

THERE are two kinds of school luncheons, Mr. Retail Grocer, the home luncheon and the kit luncheon. Do you think of these two distinct kinds when you begin your annual bid for the school lunch business?

Poster display is always effective in focussing attention upon foods to be prepared at home—perhaps one showing the mother pouring hot soup into gay little porridge bowls as the children romp in at the door. "Quick Luncheons for Little Scholars" might do as a caption for a poster of this kind, and beneath it could be grouped cans of malted milk, tomato and grapefruit juice, vegetable and chicken soup, beef consomme, clam chowder, baked beans in various form, spinach, carrots, beets and all kinds of easily digested vegetables. Cans of figs, pineapple, rhubarb, apple sauce, apple butter, cherries, etc., in their bright wrappers will add another note of color. Cheese, now a recognized item of the child's diet, merits an important place in a display of this kind.

For the display of kit luncheon foods the "little red school-house" idea has perennial interest. A miniature schoolhouse may be constructed, log cabin fashion, of cracker cartons with their bright red wrappers. The school yard may boast a stockade fence made of eight-ounce cans of fruits and vegetables, and lolly-pop children may be employed for "human interest."

If space is at a premium, photographs of the local schools or school may be used to attract the eye, or if, by chance, there is a show case or small window available where a back-drop can be employed a large crayon sketch of the outstanding school in the neighborhood, done in bold simple outlines, will be an effective attention-getter.

Sandwich materials should figure largely in a display of this kind. There should be sliced bread, cans of whole chicken, potted chicken, ham and veal loaf, tongue, deviled ham, corned beef, vienna sausage, etc., salad dressings, olives and pickles, sardines, peanut butter, jams and jellies. Individual cans of grape juice may be included and, of course, crackers, and fancy cakes of various kinds. Beside an open lunch box into which has already been packed an orange, a slice of appetizing cake and several slices of Boston brown bread, may be shown a staunch paper cup filled with baked beans, or vegetable salad, or canned fruits with their rich syrup, its snugly fitting paper cover ready to be placed upon it, and a convenient paper spoon near at hand; thus suggesting that portable school luncheons need no longer be confined to the time-honored sandwich, but may be extended to include foods which help balance such acid-forming staples as bread and meat.

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

THE CANNING INDUSTRY IN RUSSIA

What May Be Expected From Russian Competition—An Accurate Summary Written Especially for The Canning Trade.

THIS whole question of Russian competition is one which is being brought up daily by various interests and producers in this country who fear that they will be seriously injured by the competition from Russian products.

With canning, as with other manufacturing industries, there is no question but that Russia has bought the most modern and efficient equipment that can be obtained. Likewise, for canning as well as for other mechanical industries, equipment alone is only a part of the story and a comparatively small part at that. Abundant supplies of physical raw material unquestionably exist in Russia, but supplies of efficient workmen and competent management are practically nonexistent. Few, if any, of the new factories have produced at the rate which was expected, although under the most rigorous discipline. The Russian peasant does not work well in a factory, and it may be many years before he will become sufficiently mechanically-minded to be a good factory hand. As you know, in this country our efficiency of operation is probably more greatly handicapped by management failures than by inefficient workers. With all the years that we have been trying to develop factory production, and the distinct flair for mechanics and management possessed by the American people, our industrial system is probably weakest in that particular. With all the desire and good will in the world, executives can not be developed overnight, nor can they be selected by any process of election. So far, Russia has imported engineers and technically trained workers as teachers and as consultants, but not for managerial positions. If conditions get sufficiently bad and the powers that be decide that expert management must be obtained, it is quite possible that such aid will be brought in from other countries and then placed in charge of factories or even industries as supreme dictators with the full backing of the government to carry out their plans.

For the last few years the authorities in Russia have combed the country dry for products which could be exported, practically regardless of price, in order to obtain sufficient foreign credit to finance the enormous purchases of machinery and similar goods which have been needed for the development of the "Five year plan." How long this can be kept up is an open question, for there must be a limit somewhere to the patience of even a Russian peasant. Canned foods are one of the groups of products which have been exported with this idea in mind. There are enclosed some statistics from official Russian sources, showing the export of canned products for the past two calendar years. It is believed that the weights are reasonably accurate, but the values do not represent at all the prices at which these goods were sold. The figures attached have been converted from metric tons and from rubles, using the value of 51.46 cents per ruble. These figures are the latest which are available and although they do not agree with figures previously published for the fiscal years, beginning October 1st of 1928 and 1929, and 1929/30, it is believed that the later figures are probably the more accurate.

Previous to the War, canning was carried on to a slight extent in Russia, but on account of the generally non-industrial type of living, canned foods were not essential to most of the population. With the new cities which are being developed, canned foods will be necessary for the subsistence of inhabitants of those cities just as they are in this country and strong protests from the residents in such cities may be expected if too much of the production of the country is exported.

If one assumes that the five year plan will be successful, perhaps not in five years, but in ten, the question then arises whether under those conditions continued exports of products from Russia can be expected. Ordinarily, exports are sent from a country because people in that country desire to buy other products which they do not produce. With the exception of a few basic raw materials, such as rubber, under the ideal conditions of the five year plan, Russia should produce all that is necessary for the country. This would mean that exports would only be made to the extent necessary to purchase the raw materials which they can not produce and for some of the luxuries which may be needed as the standard of living is raised.

With these facts in mind, it appears that exports of Russian goods for a few years may be expected, the volume of the exports being limited by the internal political situation and the confidence of the ruling group that such exports can be made without too much internal discord and that, assuming that the present ambitious plans are carried out successfully, exports should drop off and such as are sent out would be on a price basis rather directly connected with the actual cost of production.

All of the statements made above are based on surmises and forecasts and are predicted on the continued existence of conditions which may change completely overnight. With these ideas, one can draw his own conclusions as to future developments.

Russian Exports

	1929		1930	
	Pounds	Dollars	Pounds	Dollars
Fish	19,676,055	$2,444,350	77,266,821	$11,320,171
Crab	4,082,919	1,529,906	11,706,426	2,437,146
Meat	2,205	1,029	46,297	14,409
Fruit	3,013,688	203,267	1,307,328	96,230
Veget'les.	2,034,846	137,913	1,135,369	91,084
Total	28,809,713	$4,316,465	91,462,241	$13,959,040

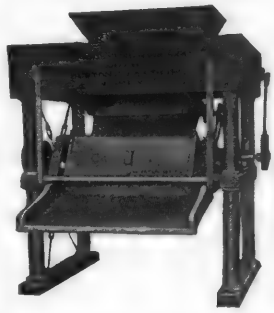
Value of Russian Exports

	Cents Per Pound	
	1929	1930
Fish	12.4	14.7
Crab	37.5	20.8
Meat	46.7	31.1
Fruit	6.7	7.4
Vegetables	6.8	8.0

Value of United States Exports

	Cents Per Pound	
Canned:	1929	1930
Meat	34.6	35.1
Fruit	10.2	9.6
Vegetables	10.1	9.9

"Working Points" will give you better results than "Talking Points"



we shall be delighted to have you check the actual efficiency of the TOWNSEND against the claims of any other machine made for the purpose.

Burton, Cook & Co. Inc.
Rome, N. Y.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

ARTISTIC LABELS
PLAIN.
VARNISHED.
EMBOSSED.
THE
SIMPSON & DOELLER
CO.
BALTIMORE. MD.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—175 H. P. Triple Return Boiler; 15, 20 and 25 H. P. Steam Engines, Ayars Rotary Fillers and Universal Filler for tomatoes and string beans; Link Belt Peeling Table for 74 operators; Closed Retorts; Process Racks; Knapp Labelling Machine for No. 2 cans; Gravity Conveyor; Monitor-Thomas Scalder; Anderson Barngrover Cooker for 2's, 2½'s and 3's; and Hawkins Hoist.
Scott & Daly, Inc., Dover, Del.

Situations Wanted

POSITION WANTED—Young woman with twelve years practical experience in field brokerage business is open for position of responsibility. Capable of assuming executive duties, including management and handling correspondence. Have thorough knowledge of judging quality of canned vegetables and have had considerable experience in both buying and selling.
Address Box B-1820 care of The Canning Trade.

POSITION WANTED As Manager, Superintendent or other responsible position by young man, experienced in handling a full line of fruits and vegetables, tomato products, pulp, catsup, jams and jellies.
Address Box B-1824 care of The Canning Trade.

POSITION WANTED—By man, thirty years old with experience in canning of corn and tomatoes; college graduate in agriculture.
Address Box B-1826 care of The Canning Trade.

WANTED—By a man at present employed, a position either in the manufacturing or sales department of the canning trade, or in the machinery and supply department of the industry; has large acquaintance with wholesale grocers, chain stores and canners; has attained results in all lines of the business. References.
Address Box B-1827 care of The Canning Trade.

POSITION WANTED By capable man of 20 years experience packing a full line of fruits and vegetables; also a machinist and builder. Will consider most any kind of proposition.
Address Box B-1828 care of The Canning Trade.

Help Wanted

SALESMAN WANTED—To call on jobbing trade, Central, Southern and Eastern territories, selling catsup and other condiments in carloads. Good position for man of high ability.
Address P. O. Box 605, Marion, Ind.

GEAR, SPROCKETS, TRANSMISSION

Service to machinery manufacturers and the canning industry.

We maintain a large assortment of stock gears and are equipped to furnish sprockets, gears, and silent gears on short notice.

SLAYSMAN & COMPANY
Manufacturers of Industrial Gears.
801 E. Pratt St., Baltimore, Md.

Loren J. Sherff & Company
Certified Public Accountants
112 West Adams Street
CHICAGO

The McNary-Mapes Sub-standard Law

provides that all canned foods, falling below the Standard line must be labeled as such.

The Law and the necessary legend appears in

The 1931 Almanac

Use Your Almanac

Keeping Control

WHAT a tough break it is when any unit in a production line gets beyond control.

Imagine the mess you'd be in with your filler or your closing machine if they didn't keep absolute control of the cans in—and thru—and out.

So it is with husking and huskers. Early in our husker building experience we learned a vital lesson—that to get uniformly good husking—constant production without stopping to remove clogs—the ears of corn must be continually under control—into and thru and out of the husker.

Which is the reason there has never been a Peerless Husker that relied on chance or gravity in any way. They have always had a forced feed and a forced discharge—thorough control of the ears all the way thru—just one reason why nine of every ten huskers now in use are Peerless.

Controlled husking has reached its zenith in the Peerless Super Husker. Controlled feed—controlled discharge—and now actually a controlled husking operation, for in the Super an almost human Geneva Gear arrangement stops and holds each ear of corn first in contact with one pair of rolls then with another. Thus, a quality of husking attainable in no other machine has been made possible by this new, truly SUPER husker made by Peerless.

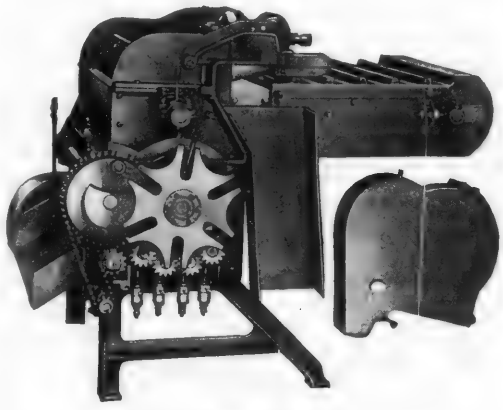
Write us today for full information and a proposal on exchanging your present huskers. Just state their make, age and number.

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.



Peerless Super Husker
Showing the "Almost human Geneva Gear" that makes "Controlled Husking" possible

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

Let the Hydro Geared Grader take all your troubles off your hands.

The Hydro Geared Grader is fool proof. Just start it in the morning and know that it will grade your peas accurately, with no further attention all day.

We will be glad to tell you of many satisfied users, and you can ask THEM.

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

THE 1931 DIRECTORY OF CANNERS

NOW READY

A list of the canners of the United States, compiled by the National Canners Association, from Statistical Reports and such other reliable data. 22nd Edition.

Carefully prepared and up-to-date; lists corrected by Canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supplymen, salesmen, and practically everybody interested in the canning industry. ***Get your order in early***

National Canners Association, 1739 H St., N. W. Washington, D. C.

Personal Checks Accepted

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of ⅞ Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvanized metal, non-rust hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

Planters Manufacturing Co, Inc, Portsmouth, Virginia.

MACHINE MADE

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

AMSCAN

CERTIFIED

SEALING FLUID

"The Golden Band"

Insist on AMSCAN—the perfect Sealing Compound and be safe.

THE MAX AMS MACHINE CO., NEW YORK

The National Color Printing Company, Inc.

LABELS

916-924 E. MONUMENT STREET BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.75
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq.	.....	3.50
Small, No. 1 sq.	.....	2.85
Green Mammoth, No. 1 sq.	3.40	3.10
Small, No. 1 sq.	2.80	2.70
BAKED BEANS‡		
In Sauce, 8 oz.	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2.	.65	.65
Standard Cut Green, No. 10	3.00	3.25
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.50	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2, Tiny Green	1.75	1.50
No. 10	9.00	.....
No. 2, Medium Green	1.45	.....
No. 10	8.00	.....
No. 2, Green and White	1.10	1.20
No. 10	6.00	.....
No. 2, Fresh White	.90	.....
No. 10	5.00	.....
Soaked, No. 2	.77½	.....
BEETS‡		
Baby, No. 2	.....	1.85
Whole, No. 2	1.15	.....
Whole, No. 3	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	2.85	.....
Whole, No. 10	3.75	4.00
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.70	1.05
Sliced, No. 10	3.50	.....
Standard Diced, No. 2	.60	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	1.05
Extra Standard, No. 2	.....	1.05
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.95	.....
Extra Standard, No. 2	.90	.....
Standard, No. 2	.85	.....
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.80
Extra Standard, No. 2	.80	.....
Standard, No. 2	.75	.90
Standard, No. 10	4.00	4.50
HOMINY‡		
Standard Split, No. 3	.90	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.82½	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.10	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.90
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.25
No. 5 Std. Sweets, 2s	.....	.....
No. 4 Early June, 1s	.....	.....
No. 1 Std. Alaskas, 2s	1.10	.....
No. 2 Std. Alaskas, 2s	.95	.....
No. 3 Std. Alaskas, 2s	.85	1.10
No. 4 Stds., Alaskas, 2s	.80	1.10
No. 2 Std. Alaskas, 10s	4.75	.....
No. 3 Std. Alaskas, 10s	4.50	5.50
No. 4 Std. Alaskas, 10s	4.25	5.00
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	1.00	.....
No. 10	2.75	.....

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.65	.75
No. 3	.70	.90
No. 10	2.35	2.75
SPINACH‡		
Standard, No. 2	.70	.75
No. 2½	.95	1.10
No. 3	1.00	.....
No. 10	3.00	3.10
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	1.30	.....
Standard Green Corn, Dried Limas, No. 2	1.05	.....
(Triple) No. 2 (with tomatoes)	1.20	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory..	.....	.....
No. 2½	1.05	1.07½
No. 3	1.10	1.20
No. 10	3.75	3.50
TOMATOES‡		
Extra Standard, No. 1	.45	.37½
F. O. B. County	.40	.....
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.10	.....
F. O. B. County	1.00	.....
No. 10	.....	.....
F. O. B. County	3.00	.....
Standard, No. 1	.40	.....
F. O. B. County	.35	.....
No. 2	.65	.65
F. O. B. County	.60	.....
No. 3	.90	.....
F. O. B. County	.90	.87½
No. 10	2.75	.....
F. O. B. County	2.60	2.65
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.35	.35
No. 10, Whole Stock	2.00	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES‡ (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	2.60	.....
Pa., No. 3	1.25	.....
No. 10, solid pack	3.50	.....
APRICOTS* (California)		
Standard, No. 2½	1.80	1.40
Choice, No. 2½	2.25	.....
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	1.50
No. 3	.....	.....
No. 10, water	4.00	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.70
No. 10	5.35	6.00
CHERRIES*		
Standard Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	6.25	.....
California Standard, 2½	.....	2.00
Choice, No. 2½	.....	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.65	.....
No. 2	1.35	1.25
No. 5	4.10	4.25
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Keifer No. 2, in syrup..	1.05	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½..	2.40	1.75
Fancy	.....	2.10
Choice	2.75	1.80
Standard, No. 10	6.50	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C	1.45	1.50
Choice, No. 2½, Y. C	1.80	1.65
Fancy, No. 2½, Y. C	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, No. 2½	1.80	1.90
Sliced Standard No. 2½	1.65	1.70
Sliced Extra, No. 2	1.80	1.90
Sliced Standard, No. 2	.....	1.40
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	3.00	2.65
No. 10s	12.00	9.60

Canned Fish

HERRING ROE*		
10 oz.	.75	.....
17 oz.	1.00	.....
19 oz.	1.10	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.25
¼-lb. cases, 4 doz.	.....	1.60
OYSTERS*		
Standards, 4 oz.	1.00	.....
5 oz.	1.10	1.20
8 oz.	2.00	.....
10 oz.	2.20	2.40
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	3.50	2.50
Flat, No. ½	1.70	2.20
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.75	.92½
Pink, Tall, No. 1	.92½	.....
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.....	.....
Chums, Tall	.87½	.87½
Medium, Red, Tall	2.00	.....
SHRIMP§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.60	1.67½
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.25
¼ Oil, Decorated, Keys	.....	†3.80
¼ Oil, Tomato, Carton	.....	†4.10
¼ Oil, carton	.....	†4.10
¼ Mustard, Keyless	.....	†3.20
¾ Mustard, Keyless	.....	†2.90
California Oval, No. 1	3.35	†3.25
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼s	3.60	.....
Striped ½s	5.00	6.25
Striped, 1s	9.35	11.50
Yellow, ¼s	4.90	.....
Yellows, ½s	7.80	6.50
Yellow, 1s	14.60	12.50

Once upon a time there were no canned foods—but those days are gone forever. Today more canned foods and more cans are being used than ever before. Heekin cans are well known and well thought of because there is a rule in the Heekin factory that every order —no matter how large or small —must go out on time. Traffic Manager sees the car through to its destination, so that it arrives on-the-dot. If you deal with Heekin you find a friendly willingness to serve that is building a bigger business on Heekin Cans year after year.

HEEKIN CANS

You'll find them everywhere..

HEEKIN CANS

The Heekin Can Co., Cincinnati, O.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, SEPTEMBER 7, 1931

WEEKLY REVIEW

Weather Is Not Helping Canners' Crops — Tomatoes Suffer—Corn Not Helped—Prices Will Improve Later On — Fruit Canners Handling the Situation Well — Kraut Prices

PROSPECTS DECLINING—The progress of canning crops during the past week has not been such as to promise increased yields or packs. Almost every day there has been some rain, a great deal in some sections, accompanied on occasions by hail, and this sort of weather has been pretty general along the Eastern border, and into the central west. It has served to keep the ground so wet that tomatoes have not progressed, and the crop is going back very rapidly in these Tri-States. Elsewhere in this issue we show where tomatoes in 5/8th baskets are selling on the city streets at 40c, while almost any other sort of product, especially very fine peaches are selling at not to exceed 25c for the same basket. That tells a story that cannot be avoided. More than that the weather is hurting the quality of the tomatoes that are ripening under the unfavorable conditions.

These rains might have helped the corn crop if the polen had not been killed by the severe heat of the earlier summer. As it is they are not helping a bit, and the cut per acre continues upon a very low scale. It is now said that the corn pack cannot nearly approach last year's output, and will undoubtedly be short of needed requirements.

Had the string beans been able to withstand the blistering heat, they too would have profited by the frequent rains of the past month and more, but they were killed, in too many cases, though some localities are coming through right well. That pack is consigned to the light side of the ledger, but market prices are not showing this as yet. They will straighten out and bring better prices as the fall moves on.

Lima beans, as a crop, are not meeting expectations, as the same influences that affected all other canners' crops are affecting them, and the yield in this section is very disappointing. Here is another crop and pack that will be well within bounds, and on which prices will undoubtedly improve, later on.

The acreage planted to beets for canning is light this season, and some of it suffered from the early unfavorable weather, so that this pack now promises to be light enough to possibly bring this item back to normalcy. Buying is so slow that canners do not feel inclined to go ahead, and they are wise in thus refusing. If the buyers will not place orders, canned beets is not a good thing to speculate on. Let someone else take such chances.

Pretty much this same action is taking place with pumpkin and squash. These crops are coming along nicely, well enough at least for all canners' purposes, but no one will give them a moment's attention, and why should the canners? If the orders come in, and at a price which will show a profit, it will be time enough to rig up the machinery and go to work. But he must be a super-optimist who would run up any size pack of these products in the hope for business. That thing is all right where the profits promise to be large, but that is not the case with packings of this kind.

Fresh fruits of every kind are such a drug upon the market that canners are properly afraid of them. There is no question but that the home-canners have gotten very busy this year, canning and preserving more than they have for many years. In fact that practice had about gone out of fashion; but hard times, and cheap fruit, have brought it back.

The Pacific Coast seems to be handling its situation in fine shape, and the fruit canners of the country are to be congratulated upon the way they are meeting this difficult situation. If they can but continue to hold on, and not begin slaughtering prices, it will work out, and later this fall and winter they will get their reward.

Tomato juice seemed to promise a way out for many canners, and maybe it will, but there seems to be danger that someone is going to get his fingers burned. There are more packing this product than you might

suppose, and all of them are not going to turn out a creditable product. That will be a great misfortune because it is a splendid article. But it will not be unprecedented. They are putting it out now in about every shade of color, variation of taste and in combination with other products, so every shade of popular demand should be amply met. One firm is putting out the almost white, shading to yellow, pure tomato juice, without any of the red coloring matter of the tomato, and they claim that is the pure tomato juice. Well, you know they used to make the white claret wine and the red claret wine from the same grape, so why not white or red tomato juice from the same product?

The kraut packers are beginning operations, and much is heard of the cabbage for kraut crop. Mainly it seems to be light, so far as canning crops are concerned, but not so with the market garden supply. Early cabbage was a glut.

The kraut canners are beginning to name prices. The Seneca Kraut and Pickling Company, Geneva, N. Y., has just named 75c per doz. on 2½'s; 82½c on 3's; 65c on 2's, and $2.45 on 10's. This will give an idea of the direction of the wind. In quoting these they say:

> "Owing to the uncertainty of conditions the above is as far as we feel inclined to commit ourselves at the present time against the new season's output of kraut. These prices are at or below the cost of production and if these prices are not obtainable it would not be profitable for us to pack any kraut this year.
>
> Owing to the almost hysterical conditions which have prevailed during the past few months, we hesitate to offer any predictions as to what market conditions during the next few months are likely to be. We do know that the crop of cabbage this year will be substantially less than last year, particularly in several of the big producing states of the middle west and also in New York State where the acreage is 35 per cent under a year ago, and the crop not thriving.
>
> The above prices are subject to confirmation and to withdrawal without notice and are submitted without any recommendations on our part as to whether buyers would profit by purchasing at these levels.
>
> In the meantime spot canned kraut is still available at lower figures as per our price list of June 17th."

THE MARKET—There has developed a merry war among the great canned tomato dealers, especially among those who not only sell for canners, but buy for their own account, when things look well. There are charges that some of these sold the market short, in the belief that prices would be low, and now that their guess is not turning out well, are pointing fingers of blame at others, as if blaming them for the low prices. Some one has likened it to the "biter being bitten," and it presents an amusing spectacle to the watcher on the sidelines. Meantime all of them are quoting tomatoes too low, too low for the canners' good and too low for the condition of the spot market and for the prospects of a tomato pack. The only reason for 60c on the quality of 2's now selling at that price is money stringency, not visible nor prospective supply. It is, therefore, not a legitimate market quotation, as applying to all canners, because all are not in a money stringency, at least to that extent. And those who are not, are wisely keeping out of the market. If there is any value in experience, canned tomatoes will soon advance, and stay advanced. The season has gone too far to undo that.

But all must understand that general marketing conditions,—and not alone of canned foods—are badly demoralized. Everybody is holding down buying to its lowest possible point, and nobody wants to open up. Money is so tight that anything else than this is impossible, but our blind bankers who honestly think that they are conserving things by their action, and the inept and useless Governmental agencies, do nothing to relieve this very easily seen trouble. No use telling them that they can hold a penny so close to the eye as to blot out the whole world; they are obessed with the idea that they are the saviors of the situation, whereas in truth they are the cause of the trouble.

Under such conditions you must realize that the present market is very difficult. They will, or rather they can buy only such goods as they immediately need, and no matter how attractive you may make the price they cannot change and take advantage of it. Later on this will disappear, and the canners will profit if they have been able to hold their goods. But that is the great misfortune, the many who are forced to clean out.

NEW YORK MARKET

By "NEW YORK STATER,"
Special Correspondent of "The Canning Trade."

Market Slow With Prices on Most Items Weak—Formal Salmon Prices Released—Tomato Prices Firmer—Fruits Generally Firm

New York, September 3, 1931.

THE MARKET—Pre-holiday dullness, coupled with the irregular condition of the market, resulted in a slump in trading here during the past week. With many buyers leaving town for the three-day week-end holiday over Labor Day, spot buying for immediate coverage was practically the only activity noted during the latter part of the week.

Prices in some items have firmed up, notably tomatoes, on reports of severe crop damage to crops in the Tri-State area, but the general list is still soft.

Other news of the week included formal opening salmon prices, release of Government statistics revealing sharp decline in the 1931 pea pack, and statistics showing an estimated production of 1,700,000 cases of tomatoes in California, as compared with 4,245,000 last season.

Salmon—Formal opening prices posted by all major factors aroused little interest, principally because prices opened at levels which had been more or less expected and discounted by the trade. Prices, although substantially below the 1930 opening levels, were little changed from the spot market quotations.

Offerings ruled at the following ranges, with the minor variations in postings quickly adjusted:

Alaska reds at $1.65 for halves and $2.35 for talls; Cohoes at $1.15 for halves and $1.60 for talls. Puget Sound sockeye at $2.00 for halves and $3.25 for pound flats. All prices are f. o. b. Coast. Pinks and chums formally opened at 85c and 80c, Coast, respectively, the same prices quoted on the tentative opening list a few weeks back.

Some buying developed during the week in Alaska reds, with movements in other grades principally being confined to routine shipments.

Tomatoes—Improved sentiment developed during the week in the tomato market, which slumped off last week on distress selling from Tri-State canners. Prices firmed up slightly, following reports of extensive crop damage to the Tri-State crop, where incessant rain during the past ten days or so has materially curtailed a pack already cut short.

Estimates of the California pack on the basis of acreage reports available at the present place this season's total at 1,700,000 cases, as compared with 4,245,000 cases packed last year. Even with the carry-over of 1,330,000 cases from 1930, the total pack available this year will be but slightly heavier than the 1929 pack, which fell far below consumer demand.

This indicated short pack of California tomatoes should aid the market here for the Tri-State pack, as it strengthens the technical position of the pack materially.

Peas—Were revealed to be in an excellent technical position to benefit from any improvement in the general market situation by the 1931 crop report issued by the Bureau of Foreign and Domestic Commerce, which showed that the 1931 pack totalled 13,285,826 cases, against 22,035,212 cases last year.

The Government survey was based on answers to questionnaires sent to canners representing more than 97 per cent of the total pack, with allowance for the remainder of the canners included.

The survey revealed that due to drought and insect damage, the pack in both New York and Wisconsin dropped approximately 50 per cent, while Maryland production mounted to 1,242,947 cases, against 339,918 cases last year.

Fruits—Were largely unchanged, with but little demand shown, although some price irregularity was shown on posting of California peaches by some of the independent packers. The price list, as a whole, is decidedly firm, with routine trading in the better-known brands predominating.

Holding Unit Formed—The United Canning and Refrigerating Co., a holding company, has been organized at Niagara Falls to merge the cold storage and warehouse corporations and canning factories in the Western New York territory, it was learned here. Frank A. Dudley, of Niagara Falls, is president of the new company, which has a nominal capital of $10,000.

The concern plans to buy stock in canning factories, cold storage plants and warehouses, to promote cooperation among neighboring plants of this type; reduce storage rates to farmers and lower canning factory costs.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Market Presents a Completely Changed Method of Trading—Good Inquiry for Peas—Buying Tomatoes. Corn Unchanged—Fruits Quiet.

Chicago, September 3, 1931.

CHANGED—Jobbers still continue to hide their buying inclinations behind the smoke screen of "general conditions," and visiting canners who call around the trade do not leave any great measure of encouragement of big business from here. We can only tell such visitors that Chicago expects to carry through, but it is a different sort of a merchandising game now than ever before.

Peas—Little change in prices; those canners who still have stocks on hand report a good inquiry and many chances to sell at unsatisfactory prices. They say they expect buyers to come up to their ideas, especially with so many prospective buyers, 10 months till next crop, and comparatively few sellers.

A check-up of Wisconsin unsold stocks shows a very large part of it in strongly financed hands; people who can wait and hold out for their price ideas.

Tomatoes—Reports of growers so disgusted with conditions that they are plowing up their fields in the Eastern States continue to come in. No doubt this is somewhat exaggerated, but as a pertinent market news item it is nevertheless disconcerting.

Our market buyers are apparently convinced that tomato values now are quite close to an irreducible minimum, and many of them are beginning to buy carefully from the better class packers, in some cases paying 2½c per dozen over the unknown seller's price in order to get assurance of a responsible seller and full legality.

We hear reports that, in spite of all the advance warnings, there have been some condemnations on quality; it is to be hoped that these early difficulties will have a beneficial effect on the rest of the pack.

Indiana tomato canners are not yet urgent for additional business, as many of them apparently feel that prices will do better. Under ordinary circumstances they would certainly be right.

Corn—The trade seems to have an impression that there will be plenty of corn, and with this conviction firmly in mind it is next to impossible to coax any advance commitments.

Prices are unchanged and canners generally are in sufficiently good financial situation to handle their packs without forced selling soon as packed. This should be remembered by any buyers who think that a few weeks delay in market support will depress prices as it might on some items packed largely by poorly financed canners. Some of our best buyers here voice their judgment that corn will stay quite unchanged in price for some time.

California Fruits—Comparatively little buying is being registered as compared with the nice run on such goods customary at this time of year. Buyers still feel convinced that they will greatly benefit by loading up in advance, and are fearful that their competitors will most any day come out with a selling proposition on these fruits which they are unable to meet with stocks which they might own. This sort of paralysis in fact characterizes the movement of most items in the canned foods line.

Need Constructive Selling Policy—Those sellers who are now going into the open market in an endeavor to wake up new customers because of lack of support from old established customers are in a way only bidding against themselves. Their competitor is in just the same boat as himself, and is trying to force sales that will not come.

Meanwhile the buyer, in a falsely exaggerated sense of security in his position, takes a more positively negative attitude toward buying, and the whole chain of distribution additionally congeals.

The cure for this difficulty lies beyond the power of the writer of this column, but somewhere in the craft there ought to be some sound counsellors who could at least do something to ease the unfortunate results which we can all see so plainly.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

More Rain in August Than Ever Before Recorded—Hurt Tomatoes—Only a Few Light Runs as Yet—No Canner Has Put Up a Carload—Only Offers by Buyers at Ridiculous Prices and All Are Declined—Looks Like 40 to 50 Per Cent Pack Here—Fall Beans Look Well—General Conditions Better.

Springfield, Mo., September 3, 1931.

WEATHER—The rainfall during the month of August this year here in the Ozarks proved to be the greatest of which there was any record covering a period of 44 years. While this rainfall has been of material benefit to the maturing corn crop, and also to the fruit crops and pastures, said excessive rainfall has been detrimental to the fields of tomatoes. It is difficult to estimate the actual damage to the fields of tomatoes. However, it is very evident that there will be a very light tonnage yield per acre. Tomato growers and canners generally all concede these facts as stated.

Sales Spot Tomatoes—Just a few cars sold during the past week from the small carry-over from last year's pack, consisting of 2s standards at 65c f. o. b. shipping points.

Packing to Date—Only a few canners in the district have found it possible to secure delivery of enough ripe tomatoes to make one or more very light runs, and if any canners in the district have packed as much as a small carload same would be in the Arkansas section of the Ozarks, where a few fields were set with plants earlier than any other part of the district. We have not yet learned of any one Missouri canner that has packed up to this time as much as a carload of tomatoes in any size can. A few canners have made two or three light runs just to test up the workings of their machinery, and the cost of packing in such instances is far in excess of any price a canner will be able to realize on his finished product. A few canners in Missouri will try to make one or two light runs during the present week, and probably about the same runs during the second week in September. A good many canners have told us that they will not be able to do any packing whatever until September 15th, or possibly the 20th. There was more or less loss of tomatoes nearing the ripening stage in some of the early fields, caused by continued heavy rainfall. All canners tell us that they must depend upon the delivery of tomatoes to the factories from the late set fields, which are very lightly fruited, and many of these late set fields will not be producing any ripe fruit to amount to anything before along about September 20th to 25th.

Today's Tomato Prices—What few carloads of spots that are left unsold from last year's pack consist of 2s standards, and canners are holding the price firm at 65c, f. o. b. shipping points. A good many canners in the Ozarks have no offerings of future tomatoes on the market whatever, and they state that they prefer to wait until the goods are packed before making sales. There are a few canners in the district, however, who desire to have some new pack tomatoes sold for shipment as soon as packed and made ready for shipment, who would likely confirm limited sales at the following range of prices:

No. 1 standard, 10 oz., 40c to 42½c doz; No. 300 tins, 14½ oz., 55c to 57½c doz; No. 303 tins, 16 oz., 60c dozen; No. 2 standards, 65c dozen; No. 2½ standards, 90c to 95c dozen; No. 10 standards, $3.25 dozen. There are so few canners in the Ozarks that will pack any tomatoes this year in No. 10 cans that these canners have every confidence that they will be able to market their limited pack to buyers west of the Mississippi River at the price quoted.

Canners in the district who packed tomatoes last year in No. 300 tins and No. 303 tins, with very few exceptions state that they don't intend to pack any tomatoes this year in tins of these sizes, except to fill orders sold as futures, or sales made during canning season. There will be no surplus packed to store away or market at the close of canning season.

Low Bids—Notwithstanding the fact that jobbing grocers generally show no special interest in the placing of orders for future tomatoes for shipment when packed, just now and then a jobber here and there will prevail upon some broker to submit ridiculous offers, and then only on one or two cars, and such offers are being promptly declined. The only explanation we have for jobbers making such ridiculous bids is from the fact that new pack tomatoes are being offered, and a few cars sold at prices considerably under the cost of packing, by a limited number of canners in the Tri-States territory. We have information from reliable sources that the only reason for these sales of new pack tomatoes from the Tri-States territory at less than cost prices, is brought about by the weak financial codition of the canners themselves. We are informed that the pack of tomatoes in the Tri-States territory up to this time has been very limited, indeed, and that there will be a big curtailment in the pack in that district this year.

Information—Reliable information has come to the canners in the Ozarks that, due to the continued heavy rainfall and storm gales throughout the Tri-State territory, there has been very considerable damage to the tomato crop, and the loss of fruit will be very considerable. Another important item from the Tri-States is the fact that a big part of the tomato acreage this year is not under contract to the canners, and the fruit from this acreage will be sold on the open market and up to this time ripe tomatoes have been sold as low as 15c per five-eights bushel basket. As sales at this low price are considered ridiculous by the tomato growers, it is thought perhaps that a big tonnage of tomateos grown to be sold on the open market will be allowed to rot in the fields, and if this proves true it will add very materially to the curtailment of this year's pack of tomatoes in the Tri-States.

Probable Tomato Pack in the Ozarks—Canners are now estimating that with the most favorable conditions from this date on to the date of killing frost, and the late fields of tomatoes so lightly fruited, that the canners in the Ozarks will probably not be able to put up more than 40 to 50 per cent pack this year from the acreage actually set with plants. Some canners are estimating this probable pack as low as 1,600 carloads, and others up to about 2,100 carloads. This would be a mighty small pack when we give consideration to the

pack that was put up in the Ozarks last year (the worst drought season that has ever been experienced) proved to be a total of 3,600 carloads.

Fall Beans—The few canners who have a small fall acreage of green beans are expecting a fairly good yield, but the total acreage is so small that the pack will be insignificant. The green bean canners of the Ozarks have made no attempt whatever to compete with the green bean canners in other districts where prices are ruling below the cost of packing.

Greens—There will be a light fall pack, both mustard and turnip greens by the canners, who have heretofore been packing this popular food product. We hear of no prices being named on greens for fall delivery.

Canned Apples—Just a few canners in the district will pack some apples later on, all in No. 10 cans, standard grade, from late fall and winter varieties. We know one canner who quotes a price of $3.00 per doz. We are not sure, however, that any sales have been made at all for future delivery.

Canned Peaches—A few canners in the district were tempted to pack some canned peaches, due to the fact that there was a bountiful peach crop throughout the district and peaches could be bought at extremely low prices. The pack as reported to us consists of peeled pies in water, also peeled table in 10 degree syrup and packed in No. 2 and No. 10 cans. The extent of peach canning was limited by each canner to the number of cars that could be marketed at nearby points where the car rate of freight is extremely low. In this way canners have been able to realize some margin of profit from peach canning.

Grapes—The crop of Concord grapes throughout the Ozarks is now being marketed. The quality is very fine, but in line with prices on all food products, grapes are being sold at very attractive prices, and being distributed over a very wide territory, shipment being made in carload lots under refrigeration.

Apples—We are told that the apple crop this year is one of the finest that has been grown for a good many years. Much of this crop will be marketed at picking time, but the most choice fruit will be packed and placed in cold storage to be marketed during the winter and spring months of next year.

Unemployment—There seems to be less unemployment throughout the Ozarks than has been the case during the past year, and a far better general feeling existing with all classes. A good many railroad shopmen are still idle. However, a goodly number of these shopmen who have been idle for so many months have been finding employment, where possible, in other lines of industries.

Government Hospital—Work is to begin right away in the construction of a $3,000,000 government hospital at a location just outside of the city limits of Springfield, which is expected to give employment to a great many men over a period of one year or more. The land on which this hospital is to be erected consists of about 450 acres, which was bought and paid for by the citizens of Springfield at a cost of about $150,000 and donated to the Government.

Business Conditions—We can truthfully state that there is a perceptible improvement in business in general, and particularly throughout the channels of merchandising. Dealers are replenishing their stocks with greater confidence and report a fair volume of business, and increasing right along as the season advances. There seems to be less credit asked for at present than was the case when general business conditions were normal. While the canning season in the Ozarks this year will be shorter than usual, there will be considerable employment in every section where canning factories are located, and this of itself will distribute considerable funds to the benefit of the individual community. The class of trades people who seem to have the least confidence in the matter of values of food commodities in general is that of jobbing grocery buyers. When these buyers move forward with greater confidence, there will undoubtedly be a further decided improvement in business in the channels of merchandising.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Pack Slowed Up Due to Lack of Large Shrimp—Oyster Season Nominally Open—Southern Canners Exchange Meets

Mobile, Ala., Sept. 3, 1931.

SHRIMP—The shrimp pack in Alabama has slowed up considerably this past week on account of the canning factories stopped receiving small shrimp and the shrimpers did not find the larger shrimp near as plentiful.

Canners are not taking big chances on packs nowadays, and when the buyers weaken, the packers get the cold feet and slow up production as much as possible. This is no time to gamble and the only way that producers will be able to maintain a living price for their produce is to keep down production at a low level.

Of course, the banks are helping to a great extent to avoid over-production by watching and studying the loans more carefully; but even at this, there is always the danger of the producer that gets a little ahead in one pack and then wanting to gamble with the next one, and they not only lose out themselves, but the industry as a whole suffers from it. Don't think that you are smarter than others in the business and take a wild plunge at production, because you will soon discover to your sorrow that the time is not right for acrobatic stunts in the game and the "Old Boy Depression" will make a darn fool of you before you know it.

The whole situation looks like there is only a certain amount of business to be done in a limited time, and when that is reached producers find themselves butting up against brick walls everywhere they turn. The worse feature of it all is there is no set standard by which to be guided, and when one has reached the limit of sales, he simply has to hold up, go back and work up to another limit.

In this way fairly good quantities of food commodities have been worked off at a living profit, but this does not happen where production has been unrestrained, because you're going to find it hard enough to move what you produce at a low ebb of production, much less taking a shot at big production.

Progressiveness probably means more to the business world today than it ever did before, and it should be encouraged, but by all means be conservatively progressive.

All lines of business are loaded down with problems, so don't think that you are the only one that has them in your business, but go about it and work them out to the best of your ability, the same as the other fellow is doing.

The shrimp season opened with a good demand for small and medium shrimp, because the stock of them was pretty well cleaned up, but from now on as the orders are filled, the demand will naturally decrease, and it is a very good move on the part of the packers to slow up production of the smaller size shrimp so as not to be loaded up with a big surplus.

The price of canned shrimp is $1.25 per dozen for No. 1 small, $1.45 per dozen for No. 1 medium, and $1.60 per dozen for No. 1 large, f. o. b. factory.

Oysters—The raw oyster season, while it officially opened in this section on September 1st, there will not be much movement of them until cold weather sets in, and for this reason the thermometer should be consulted and should be the guide as to when the oyster season should start, rather than the calendar. It really takes cold weather for fresh oysters, and it looks like the consumers have never been convinced that cove oysters are just as delicious and safe to eat when the temperature is 100 degrees above zero as when it is 10 below. Oysters will not be canned until November.

It is a little early to quote prices on cove oysters, but the opening price will most likely be 90c per dozen for 5-ounce, f. o. b. cannery.

Canners Meet in Biloxi—The officials of the Southern Canners Exchange held a conference in Biloxi, Miss., last week and among those that participated in the conference included John Diamond, Jr., president; R. S. Levy, secretary; J. B. Danenhauer, Jr., J. T. Guilliot, officials of Louisiana Conservation Commission; C. F. Greiner, Harvey, La., and L. C. Mays, New Orleans, La. Matters pertaining to the shrimp and oyster season were discussed.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Fish Holding Attention—Buyers Demand Firm Prices—The New Salmon Prices—Packing Tomato Juice—Tomato Crop Lighter Than Expected—Advertising Asparagus.

San Francisco, Sept. 3, 1931.

FISH—Canned fish seems to be having its inning just now, just as spinach, pineapple, asparagus and fruits had their flurry of attention coincident with the naming of opening prices. While no heavy volume of business is being booked, or is expected, under the circumstances, sales are considered quite satisfactory and for the time being canned fish, especially salmon and tuna, is coming in for rather more attention than other canned food products.

Several weeks ago tentative opening prices on canned salmon were named, and a fair business was booked, on the basis of guarantees against decline, with quite a good early shipment. During the week canners have been receiving advices from buyers to the effect that the initial shipments of new pack fish have been received, together with requests that firm prices be announced. Wholesale grocers made it plain that they would prefer to have formal opening prices named at once, in order that they might make sales without any need of making rebates or price changes at a later date. This has resulted in the bringing out of formal opening prices on both canned salmon and tuna, and in some instances these show a change from the tentative prices named earlier.

The formal opening prices on salmon packed by the Alaska Packers' Association and handled by the California Packing Corporation, follow: No. 1 tall, Alaska reds, $2.35; halves, Alaska reds, $1.65; No. 1 tall, kings, $1.75; No. 1 tall, cohoes, $1.60; halves, cohoes, $1.15; No. 1 tall, pinks, 85c; halves, pinks, 70c; No. 1 tall chums, 80c; Puget Sound sockeye, halves, $2.00. The tentative opening prices of the California Packing Corporation on No. 1 tall, Alaska reds, was $2.50, but other interests have been quoting this fish as low as $2.25. Prices identical with this list have been brought out by the Griffith-Durney Company.

The feeling of the trade in general is that the prices quoted on pinks and chums are too low and represent a loss to canners. Many hold that it costs at least $4 a case, or $1 a dozen, to pack pink salmon, and others hold that their packing costs never get below $4.15. Prices on this fish should be at least 30 cents a dozen higher, they contend, and with the pack being held down to a reasonable quantity, they expect to see the higher price ruling at an early date. Incomplete figures place the pack of Alaska red salmon at about 1,500,000 cases, with that of pinks in the neighborhood of 2,500,000 cases to date.

California tuna packers have apparently become imbued with the price-slashing spirit and prices are running a rather wide range, with intense rivalry between certain interests. The result is that some fish is being sold below the cost of production. During the week formal opening prices have been brought out by the California Packing Corporation and these, f. o. b. cannery, are as follows:

Fancy solid pack Yellowfin, ¼s, $4.60; ½s, $7.00, and 1s, $13.65.

Standard Yellowfin, ¼s, $3.75; ½s, $5.50, and 1s, $10.00.

Striped, ¼s, $3.50; ½s, $5.00, and 1s, $9.00.

Lightmeat flakes, ½, $4.50, and 1s, $8.00.

From Seattle comes word of the formation of the Pacific Salmon Sales Corporation, "with the object of overcoming some of the depressing influences manifest for some years past in the canned salmon industry." The fundamental objects of the corporation are to build up a broader market for canned salmon and promote its use as a food; to maintain, and in any way possible, to improve the standard of quality of the product, and to eliminate unethical and illegal practices in the trade. Most of the leaders in the industry in the Seattle district are numbered among the incorporators. Officers will be chosen at an early date.

Estimates of the 1931 salmon pack on the lower Columbia River, gathered from 17 packers, indicate a slight decrease in the canned pack, as compared with last year, a slight increase in the mild cured pack and a marked falling off in the amount of fish frozen. Tentative figures place the canned pack at 330,000 cases, mild cured at 1,429 tierces and frozen fish at 5,225 boxes of 200 pounds each. The catch amounted to about 25,800,000 pounds, for which fishermen received $1,900,000. Last year the opening price to fishermen was 17 cents a pound, while this year it was 10 cents, and the closing price in 1930 was 8 cents, while this year it was but 3 cents. This year the heaviest run came at the close of the season.

Receipts of canned salmon from Alaska have been very heavy of late at Pacific Coast ports, with new records being established at some. Five vessels, loaded with 280,000 cases, arrived in one day at Seattle, Wash., and within a week more than a half million cases were landed there. At San Francisco similar high records are being maintained. Up to August 22 the Alaskan pack had passed the 5,000,000 case mark, with fishing continuing in three districts.

Tomato Juice—Some tomato juice is being packed in California and active canning operations will soon be under way. The crop is turning out very much lighter than even the reduced acreage would indicate and the pack will show a marked falling off from that of last year, even with the most favorable of weather conditions from now on. The spot market is in a very unsatisfactory condition just now, with prices very much out of line with crop prospects here. Quotations for standards are: No. 1, 62½c; No. 2, 70c; No. 2½, 80c, and No. 10, $2.65.

Advertising Asparagus—Announcement has been made of an arrangement for a joint advertising program to be carried on by the asparagus canners of California and the General Foods Company to promote the sale of asparagus and mayonnaise. All the canners of asparagus in California have joined in the campaign and California asparagus will be featured in counter and store window displays, and other forms of advertising, together with Blue Ribbon mayonnaise.

Cherry growers of Oregon have for some time protested against the shipment and sale on the part of California cherry growers of fruit labeled Black Oregon. The matter has been taken up with the Department of Agriculture, which, in turn, has communicated on the subject with the California State Department of Agriculture. California growers disclaim any intention of misleading buyers, explaining that this is a variety of cherry grown in this State for more than 60 years and widely known under this name.

CANNED FOODS DISTRIBUTORS

(*Continued from page 12*)

and in all probability more to fill the city's needs for relief administration this year.

Pacific Coast Grocers to Hold Annual Convention—Present plans for the thirty-second annual convention of the California Grocers and Merchants' Association, which will be held at Los Angeles, September 21, 22 and 23, indicate that the coming meeting will exceed all past conventions in the importance of the programed events and discussions.

W. D. Hadeler, state secretary of the organization, declared last week, after conferring with S. M. White, president, that preparations are now in their final stages and the convention undoubtedly will be an unqualified success.

"It is my belief," he said, "that California will again bring to the food trade many new ideas with which to combat not only the present unfavorable business conditions, but which will definitely point the way for all individual grocers to take their proper place in the scheme of individual food merchandising. California leads the nation in constructive legal protection for those in the food field. This year's accomplishment alone, in passing both the state Capper-Kelly and Anti-Discrimination bills, places us in an enviable position among organized grocers. Our state and affiliated local associations will discuss ways and means for providing the necessary enforcement forces to see that our new laws are strictly enforced."

The convention, Mr. Hadeler announced, will be officially opened this year on Sunday evening, September 20. This decision, he explained, was arrived at during his conference with the president and will permit delegates a full three days of serious deliberations.

Government Survey Shows Grocery Operating Economies—Revised methods of grocery store operation to guide independent merchants towards more profitable and successful merchandising were set forth in the second part of the Louisville Grocery Survey released last week by the Department of Commerce, which conducted the survey.

After a complete analysis of the operations of twenty-six Louisville grocery units, the report pointed out: "It is possible for the retail grocer to examine the conditions of good operation which made possible the showing of the successful stores and to recognize the shortcomings of those stores which sustained losses."

The survey revealed that less selling effort with less invested capital will follow the elimination of "dead" and competing lines in the retail grocery store. This conclusion exemplifies the purpose of the Department of Commerce which is to furnish the nation's merchants with information on costs and methods which will aid him in his efforts to secure more profitable distribution and eliminate waste.

The analysis was the result of an intensive study made by merchandising experts of the Department of Commerce of twenty-six grocery stores in Louisville, Ky., and the surrounding territory. The government undertook the task at the request and with the full aid of the retail merchants in these cities and the survey presents the market and retail cost analysis phases of the Louisville grocery field. General discussions of the consuming habits, purchasing power and population of these cities, together with methods and suggestions that may be profitably applied to any individual grocery store, were contained in the government's report.

The following four factors were revealed by the survey as having an important effect on the retail grocery trade and were measured as to their influence on turnover, gross margin, net profit and the distribution of store sales among the fifteen commodity departments, representing the items usually carried in a grocery store;

(a). Location of the store in respect to other retail outlets. (b). The average purchasing power of store's trading community. (c). The size of the store as measured in the volume of sales. (d). The quality of the management.

The twenty-six stores used in the survey were arranged according to their relative volume, with a complete statement of the conditions of the retail trade territory and commodity sales of each.

To fully show the effects of the customer types on commodity sales, the report pointed out, Louisville was divided into four distinct classifications, and information is given on the general character, racial background and prejudices of the people in that area. It further pointed out how easily similar information may be obtained in any store-trading area and the survey applied to individual retail grocers' problems.

The report also contained a discussion of the functions of daily routine in a retail grocery such as the solicitation of orders, order assembly, delivery, solicitation and collections, and service to carry customers, etc., with a part of the survey being devoted to the proper allocation of expenses to commodities, "giving the procedure in applying the proper proportion of each group to the individual item of stock."

The entire Louisville market was discussed in the survey which furnished detailed information on the per capita food consumption and industrial development of the territory.

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There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.
All are welcome.

Chaplain—And are you comfortable here in prison, my good man?

Convict (married)—It has its drawbacks, but I don't have to get up in the middle of the night to see if the door is locked.

Lady of the House—I don't need any of your burglar alarms.

Salesman—The lady next door said you wouldn't.

"Oh, what did she say?"

"That it was no use me calling here, as you had nothing to steal."

"Give me three!"

PUTTING OVER A SWIFT ONE

Daughter—But, Dad, don't you believe that two can live as cheaply as one?

Father—I certainly do. Right now your mother and I are living as cheaply as you.

The young man led for a heart.
The maid played for a diamond.
The old man came through with a club.
And the sexton used a spade.

Diner—What have you got for dinner?

Waiter — Roastbeeffricassedchickenstewedlambaked and friedpotatoescollegepuddingmilkteaandcoffee.

Diner—Give me the third, fourth, fifth, sixth, 18th and 19th syllables.

A haughty lady had just purchased a postage stamp at a sub-station.

"Must I stick it on myself?" she asked.

"Positively not, madam," replied the clerk. "It will accomplish more if you stick it on the letter."

Grocer—Do you want white or brown eggs, ma'am?

Bride—The kind I want are white with a yellow polka dot in the middle.

The meek little man was walking home from the funeral of his big, masterful wife. Suddenly a roofing tile fell and struck him on the head.

"Gosh!" said he, "Sarah has arrived in heaven already."

Teacher (pointing to the map)—Now, Horace, when you stand facing the north you have on your right hand the great continent of Asia. What have you on your left?

Horace—A wart, but I can't help it, teacher.

Master—Can any boy tell me what is meant by the Yellow Peril?

Bright Boy—Please, sir, a banana skin left on the pavement.

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTERS, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.

Apple Paring Machines. See Paring Mach.

BEAN CUTTERS, String.
Burton Cook & Co., Rome, N. Y.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Ridgely, Md.

Baskets, Wire, Scalding, Picking, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.

Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.

Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.

Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
Phillips Sales Co., Cambridge, Md.

Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.

Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.

Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds

American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.

Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.

Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.

Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.

Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.

Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).

U. S. Prt. & Litho. Co., Cincinnati, O.

Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.

Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).

American Can Co., New York City.
Continental Can Co., New York City.

Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.

Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).

American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.

U. S. Printing & Litho. Co., Cincinnati, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GEARS, SPROCKETS, Etc.
Slaysman & Co., Baltimore.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.

GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.

Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.
R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Champman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.

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Positive Measure---High Speed---Non-Spill
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Through 75 years of intensive effort we have built up Pedigreed lines of QUALITY Seed, out of which we have developed strains particularly adapted to the exacting demands of CANNERS. Continuous, painstaking breeding is required not only for developing new types but likewise for improving existing varieties. These superior stocks and the experience of an expert personnel are at your service.

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